

The NATION'S BUSINESS Index - 1989

(Volume 77 : Numbers 1 - 12)

SUBJECT INDEX

A

ACCOUNTING

- Franchising's Pathfinders [2/89-p61]
- NB Tips: New book, "The Small Business Financial Planner" [6/89-p8]
- Small Business Computing: Accounting [7/89-p32]
- Choosing Your Accountant [11/89-p28]
- Letters: Choosing Accountants [12/89-p5]
- Accrual, Cruel World [12/89-p60]
- ACCOUNTS PAYABLE & RECEIVABLE
- Bad Debts Are Worth Collecting [5/89-p53]
- NB Tips: New SBA publication on Prompt Payment Act amendments [8/89-p8]
- Savings Promised Under New Check-Verification Service [8/89-p8]
- NB Tips: New book, "Guide To Getting Paid Promptly By State And Local Agencies" [9/89-p10]

ACQUISITIONS see Mergers, Acquisitions & Divestitures

ADVERTISING see also Marketing

- Soviet TV's U.S. Channel [2/89-p18R*]
- Let Your Fingers Do The Counting [3/89-p9]
- "Merchandise That Motivates" [5/89-p64]
- Targeting The Military Market [5/89-p66]
- Lights! Camera! Hammer And Nails! [6/89-p12]
- A Neat Little Package [6/89-p16]
- Something New Under The Sun [8/89-p9]
- Renegades Of Madison Avenue [9/89-p16]
- He's A Howling Success At Bringing Comics To Life [10/89-p16]

AGRI-BUSINESS see also Food/Beverage Industry & Trade

- The Last Of The Citrus Barons [2/89-p46]
- Direct Line: Green-Thumb Entrepreneur [6/89-p85]
- Direct Line: Hoping To Harvest Herbs [6/89-p85]
- Direct Line: Gator Aid [6/89-p85]
- Direct Line: Cattle Drive [7/89-p68]
- Going For The Goat [8/89-p12]
- Out Of This World (Garlic) [8/89-p13]
- The Fruit Of The Vine (Wine) [9/89-p14]
- Direct Line: Making Hay [9/89-p83]
- Direct Line: Catfish Corral [10/89-p91]
- Direct Line: Facts On Flocks (Sheep) [12/89-p66]
- Congressional Alert: Farm-Policy Reform [12/89-p70]

AIDS (ACQUIRED IMMUNE DEFICIENCY SYNDROME)

- The Impact Of AIDS On Benefit Plans [3/89-p60]
- AIDS Concerns For Business [6/89-p75]
- NB Tip: New publication, "AIDS Education: A Business Guide" [10/89-p10]

AIR POLLUTION see Environment

AIRCRAFT, AIRLINES & AIRPORTS

- EgyptAir: Pioneer In The Middle East [1/89-p40D*]
- Flying Can Be A Pain In The Neck [9/89-p73]

ALCOHOLISM see Substance Abuse; Tests & Testing

ANNUAL MEETINGS see Corporations

ANTIQUES & COLLECTIBLES

- Memories For Sale [12/89-p18]
- A Business That Outgrew Nostalgia (Comic books) [12/89-p22]

APPAREL see Clothing

ART/PHOTOGRAPHY

- Corporate Art [11/89-p20]

ASIAN-AMERICANS see Minorities

AUTOMOBILES & TRUCKS

- Direct Line: Building Body-Shop Business [5/89-p16]
- The Leased Advantages [5/89-p40]
- Franchises Under The Hood [9/89-p54]
- Direct Line: Quick Changes [9/89-p83]
- Trucks Turn To High Tech [10/89-p38]
- Direct Line: Cover Up (Truck tarpaulins) [12/89-p67]
- Car And Driver, Italian Style (New speed limit law in Italy) [12/89-p72]

AWARDS & HONORS

- National Chamber Foundation Honors President Reagan [1/89-p5]
- For Women Of Enterprise (Avon Inc. awards) [1/89-p30]
- How The Baldrige Winners Did It (Malcolm Baldrige National Quality Awards) [1/89-p32]
- Do You Want To Compete? (Baldrige awards) [1/89-p34]
- Direct Line: Profitable Retirement (Making awards and trophies) [3/89-p25]
- Applications Available For Baldrige Competition [4/89-p8]
- Folding Napkins To Ring Up Sales (SBA's 1989 Small Business Person of the Year; state winners listed) [7/89-p58]
- Editorial: A Salute To The Recipients Of The First "Spirit Of Enterprise" Awards (Given by U.S. Chamber of Commerce to members of Congress) [8/89-p80]

B

BANKRUPTCY, BUSINESS FAILURES

- Fewer Businesses Calling It Quits [5/89-p6]

* Page numbers followed by letters are from sections not included in all editions.

BANKS & BANKING see also Credit; Credit Cards & Accounts; Economic Development; Loans; Venture Capital

- Savings Promised Under New Check-Verification Service [8/89-p8]
- The Risks In Joint Bank Accounts [8/89-p71]

BEAUTY/GROOMING PRODUCTS & SERVICE

- Direct Line: Nailing Down Start-Up (Nail Salon) [1/89-p57]
- Direct Line: Aiding Cancer Victims (Prostheses, wigs) [3/89-p25]
- Beyond The Fringe: Late Word From The War On Baldness [6/89-p79]

BLACKS see Minorities

BOARDS OF DIRECTORS see Corporations

BONDS see Securities

BOOKS see also Printing & Publishing

- Direct Line: Bookstore-Business Browsing [6/89-p86]
- Useful Books On Unemployment Law [7/89-p26]
- Glasnost By The Book (Russian-language bookstore) [8/89-p57]
- Food For Thought (New Julia Child book) [12/89-p29]

BROKERS see Securities

BUSH, GEORGE

- Small Business Briefs Mr. Bush [1/89-p20]
- Small Business Reassured By New President's Views [2/89-p8]
- Editorial: Congress' Minimum Wage Bill: What The Outcome Will Say About Who's In Charge [5/89-p87]
- Bush Urges Business To Act Against Drugs [10/89-p12]
- Editorial: The Most Effective Weapon In The War Against Drugs: The Paycheck [10/89-p99]

BUSINESS CLIMATE INDEXES see Economic Indicators & Indexes

BUSINESS CONDITIONS & FORECASTS

- see also Economic Conditions & Forecasts
- Small Business: An Upbeat '89 [1/89-p10]
- Slower Growth Expected For The Service Sector [1/89-p12]
- What You Can Expect In 1989 [1/89-p18]
- New Challenges, New Opportunities (U.S. Chamber of Commerce Annual Report) [5/89-p81]
- The Shape Of 1990: A New Projection (Retailing) [10/89-p8]

BUSINESS EDUCATION see Colleges & Universities; Education & Job Training

BUSINESS FAILURES see Bankruptcy, Business Failures

BUSINESS INCUBATION

BUSINESS INCUBATION see Economic Development
BUSINESS TAXES see also Income Tax; Taxation; U.S. Govt.--Internal Revenue Service
 How Tax Changes Affect Business [2/89-p57]
 A Push To Repeal Section 89 [3/89-p6]
 Congress Extends Targeted-Jobs Program [3/89-p9]
 Estimate Carefully To Avoid Penalties [5/89-p72]
 A Rose By Any Other Name (Independent contractors) [5/89-p74]
 The Family That Works Together... [6/89-p80]
 Sorry, No Depreciation (Property held for sale) [6/89-p80]
 A Tax Jolt By Design (New IRS rules on package-design costs) [6/89-p82]
 Congressional Alert: Tax Incentives For Education [6/89-p91]
 Court Cancels A Super Bowl Bid [7/89-p60]
 Documenting Deductions [7/89-p63]
 Depreciating Land [8/89-p68]
 Sleeping Easy (IRS audits) [9/89-p74]
 Dutch Treat (Deductibility of business meals) [10/89-p88]
 Art For Art's Sake (Depreciation) [10/89-p88]
 Takeover Expense: Deductible Or Not? [10/89-p89]
 Taxes: Don't Pay Too Much [11/89-p22]
 Your Rights As A Taxpayer [11/89-p26]
 Pay Your Payroll Taxes On Time [11/89-p91]
 Takeover Expenses, Continued [11/89-p92]
 Accuracy On W-2 Forms [12/89-p59]
 When A Business Is Not A Business [12/89-p59]
 Accrual, Cruel World [12/89-p60]
 Year-End Reminders [12/89-p60]

C

CAMPAIGN FINANCING see Political Finance
CANADA
 Health Care, Canadian-Style [9/89-p22]
 A New Era In Trade [9/89-p67]
 Canadian Trade Shows: Sales Leads On Display [9/89-p71]
 Learn About Canada From The BOSS [10/89-p10]
CAPITAL see also Venture Capital
 How To Calculate Capital Needs [11/89-p32]
CAPITAL GAINS see also Income Tax
 Common Sense About Capital Gains [1/89-p48]
 Congressional Alert: A Lower Tax Rate On Capital Gains [2/89-p70]
 Editorial: Decision For Congress: Penalize Success Or Create Opportunity [4/89-p88]
 Editorial: Congress Should Look To A Tax Cut, Not An Increase, To Curb The Deficit [6/89-p92]
 The Push To Trim Capital Gains [7/89-p56]
CATASTROPHIC ILLNESS COVERAGE see Health Insurance
CENSUS see Economic Indicators & Indexes
CERTIFICATES OF DEPOSIT see Investment (Individual)

CHARITABLE CONTRIBUTIONS & ORGANIZATIONS, VOLUNTEERISM

Corporate Generosity [2/89-p58]
 An Untapped Resource (VOLUNTEER-The National Center) [3/89-p50]
 Generous To A Fault (IRS treatment of contributions) [4/89-p86]
 Remainder Trusts You Can Trust [6/89-p80]
 In The Beginning (United Way) [7/89-p5]
 Letters: Generous To A Fault [9/89-p75]
 Charity Stops At Home (Donating use of home to charity) [9/89-p76]

CHECKS & CHECKING ACCOUNTS

see Banks & Banking
 Savings Promised Under New Check-Verification Service [8/89-p8]
 New Law Puts Time Limit On Cashing Government Checks [8/89-p8]
 Quick Checks (Point-of-sale verification systems) [12/89-p45]

CHEMICAL INDUSTRY

Industries Resist: World Competitor [5/89-p44D*]

CHILD CARE

see Day Care; Employee Benefits
CHILDREN & YOUTH see also Day Care
 Direct Line: Togs For Teens, Loans For Women [1/89-p57]
 Direct Line: Diaper Service [9/89-p82]

CHINA

A Business Tour Of China For Smaller Firms [2/89-p8]
 Beijing Massacre Stuns Taiwan [8/89-p34]

CLOTHING

Direct Line: Togs For Teens, Loans For Women [1/89-p57]
 U.S. Shoe Firms Thrive In High-Quality Market [6/89-p38]
 Direct Line: Filling Tall Orders [3/89-p25]
 Threading The Needle (Tailoring shops) [3/89-p70]
 Woman With A Large Idea [3/89-p71]
 Direct Line: Selling Secondhand Clothes [5/89-p16]
 Direct Line: A Bridal-Shop-To-Be? [8/89-p77]
 Direct Line: Sweats And Sweaters [8/89-p78]
 Direct Line: Clothes Connections [9/89-p82]
 A Knotty Problem (New way to tie necktie) [11/89-p102]

COINS

see Currency

COLLECTIBLES

see Antiques & Collectibles
COLLEGES & UNIVERSITIES see also Education & Job Training
 A College Degree Pays Off [7/89-p62]
 Tuition Payments Cut Job Turnover [8/89-p25]
 To Make The Grade, Just Go Do It [12/89-p12]

COMMUNICATION

see also Employees; Telecommunication
 It's Show Time For Business (Company videos) [4/89-p54]
 Listen Carefully [6/89-p78]
 Leave Them Laughing [10/89-p49]
 No Detail Too Small [10/89-p62]

COMPETITIVENESS

see also International Trade
 A Plan For Competitiveness And Continued Economic Growth [1/89-p80]

* Page numbers followed by letters are from sections not included in all editions.

U.S. Companies Lack Trade Aggressiveness [2/89-p13]
 The President's Council On Competitiveness [5/89-p32]
 Trading Views With Japan [5/89-p34]
 Education: The Competitor's Ring [6/89-p60]
 Closing The Wage Gap [9/89-p9]
COMPUTER CRIME see Crime
COMPUTERS & SOFTWARE see also Electronics Industry
 Take Charge Of Your Phones [1/89-p25]
 The Coming Era Of Tiny Technology [1/89-p46R*]
 Office Machines: More, Better, Cheaper [2/89-p30]
 --Everything Imaginable In Office Copiers
 --Voice Mail: A Smart Message System
 --The Latest Word On Typewriters
 --The Facts On Facsimile Machines
 --Personal Computers: Increasingly Versatile
 --On The Road With Lap-Top Computers
 --The Software That Makes Your Computer Useful
 Listening To An Inner Voice [2/89-p52]
 Wider Uses For Bar Codes [3/89-p34]
 The Accidental Tourist [4/89-p78]
 IBM De Mexico: Bullish On Future [5/89-p44E*]
 Direct Line: Preparing To Go Abroad [6/89-p86]
 Fast Food Gets Faster With Orders By Computer [7/89-p8]
 Small-Business Computing [7/89-p32]
 --Easy, Fast, Simple, And All That Jazz
 --Accounting
 --Information Finder
 --Screen Dreams
 --Communications
 --Executive Suite
 --Security
 Another Medium For The Message (Voice mail) [8/89-p54]
 If A Computer Answers, Don't Hang Up [8/89-p55]
 Outwitting The Hackers [9/89-p17]
 There's A Computer In Your Future [9/89-p56]
 --Personal Computers
 --Model Systems
 --Enhancements
 --Printers
 --Software
 Games In The Office (Computer games) [10/89-p65]
 How Much Should A System Cost? [10/89-p65]
 When Is Flat OK? (Databases) [10/89-p66]
 Office Gear On The Go [11/89-p56]
 Direct Line: Computer Connections [11/89-p93]
 R2D2, Move Over. Here's Newton! (Personal robot) [11/89-p102]
 Computer Rainbow [11/89-p102]
 Brainstorming With Your Computer [12/89-p34]
 Get Your Business Plan Off The Shelf [12/89-p34]
 Help In Writing It Right [12/89-p35]
 Checking Out Computers [12/89-p35]
 It's Still Buyer Beware [12/89-p35]
 How Small Can You Get? [12/89-p35]

CONFERENCES, CONVENTIONS & MEETINGS

Direct Line: A Business For Business [1/89-p57]
 German And U.S. Leaders Confer On Trade Issues [1/89-p78]
 Take Charge Of Your Job [Nation's Business/Dun & Bradstreet seminars] [4/89-p36]
 Trading Views With Japan [Nation's Business video conference] [5/89-p34]
 Direct Line: Convention Planning [7/89-p67]
 Leave Them Laughing [10/89-p49]
 No Detail Too Small [10/89-p62]
 NB Tips: Small-Business Conference [12/89-p8]

CONSTRUCTION INDUSTRY see also Government Procurement; Housing

Congressional Alert: Union Advantage In Construction [5/89-p86]
 Our Crumbling Infrastructure [8/89--p16]
 The Private Path To New Highways [8/89-p19]
 Letters: Infrastructure Perspectives [10/89-p6]
 Building To Last [11/89-p17]
 Direct Line: Hard-Hat Area (Women in construction) [11/89-p93]

CONSULTANTS

Making The Most Of Consultants (In franchising) [6/89-p36]
 Shape Up Your Firm's Image [7/89-p42]
 Putting Your Best Self Forward [8/89-p46]
 Direct Line: Financial Planners [8/89-p77]
 Direct Line: What Would You Pay You? [8/89-p78]
 Direct Line: Balance Sheet Music [10/89-p92]

CONSUMERS

Proposed Law Labeled Damaging To Service-Based Retailers (Consumer Protection Against Price-Fixing Act) [8/89-p8]
 NB Tips: New publication, "Outstanding Business Opportunities In A Graying America" [11/89-p14]

CONTRACTS (GOVERNMENT) see Government Procurement**COPYRIGHT** see Patents, Copyright & Trademarks**CORPORATIONS** see also Corporations (Specific); Entrepreneurs: Family Business; Management; Mergers, Acquisitions & Divestitures; Small Business

How Much Is Your Business Worth? [2/89-p58]
 Corporate Generosity [2/89-p58]
 Minority Shareholders Have Rights, Too [3/89-p68]
 New Booklet Helps Officials Cram For Annual Meetings [4/89-p6]
 Direct Line: Shaping A Board [7/89-p67]
 Courts Clamp Down On Boards [12/89-p52]
 A Reason Not To Incorporate [12/89-p58]

CORPORATIONS (SPECIFIC)

Amot Controls Corp. [1/89-p62]
 Ben Hill Griffin Inc. [2/89-p46]
 Carver Corp. [9/89-p63]
 Global American Television Inc. [2/89-p18R*]
 IBM De Mexico SA [5/89-p44E*]
 Industrias Resistol SA [5/89-p44D*]
 Lawson Products Inc. [4/89-p62]
 Norrell Corp. [10/89-p34]
 Pandora Industries [6/89-p40R*]
 Popeye's Famous Fried Chicken & Biscuits [7/89-p52]
 Quill Corp. [1/89-p41]
 Salick Health Care Inc. [8/89-p50]

Skyway Freight Systems [5/89-p37]
 SPECTACOR [5/89-p48]
 Systematics Inc. [11/89-p74]
 Wilson Inns [3/89-p77]
CREDIT see also Banks & Banking; Loans
 Banking On Women Owners [5/89-p28]
 Bad Debts Are Worth Collecting [5/89-p53]
 His And Her (Credit histories) [12/89-p59]

CREDIT CARDS & ACCOUNTS

Quick Checks (Point-of-sale verification systems) [12/89-p45]

CRIME

Tips for Cutting Crime's Toll On Small Business [1/89-p8]
 Letters: An Ounce Of Prevention [2/89-p4]
 Congressional Alert: White-Collar Crime [6/89-p91]
 Outwitting The Hackers [9/89-p17]
 Midnight Rescue [11/89-p86]
 Congressional Alert: Civil RICO Act Reform [12/89-p70]

CURRENCY

New Campaign For Issuance Of \$1 Coin [12/89-p8]

CUSTOMER RELATIONS

Service = Survival [3/89-p16]
 You Are The Customer, You Are The Company [5/89-p60R*]
 Learn Your Firm's Inside Story [8/89-p59]

CYPRUS

Special Advertising Section: Cyprus [9/89-p49]

D

DAY CARE see also Employee Benefits
 Congressional Alert: Options For Child Care [3/89-p79]

A Status Report On Congress: Child Care [8/89-p6]
 Creative Child Care [8/89-p70]
 A Center Of Quality [10/89-p8]
 Make Room For The Children [10/89-p13]
 Employer Guide On Support Payments Is Available [12/89-p6]

DAVIS-BACON ACT see Government Procurement**DEFENSE INDUSTRY** see also Government Procurement

Closing A Base Opens Doors [5/89-p9]
 Defense Suppliers Gear Up For "Paperless Pentagon" [7/89-p6]

DELIVERY & MAIL SERVICES

A Bigger Role For Private Firms In Moving The Mail [3/89-p8]
 Letters: Bar Codes Make "Posthaste" [5/89-P5]

DISCRIMINATION see Employees;

Employment; Minorities; Women

DIVESTITURES see Mergers, Acquisitions & Divestitures**DRUG ABUSE** see Substance Abuse**DRUG TESTING** see Tests & Testing

E

ECONOMIC CONDITIONS & FORECASTS

see also Business Conditions & Forecasts;
 Economic Indicators & Indexes
 A Data Deficit Masks Our Economic Strength [6/89-p90]

The Hazards Of Low-Altitude Flying [10/89-p10]
 No "Soft Landing" Needed [11/89-p16]
 Why The Dollar Isn't What It Was [11/89-p62]
 Productivity: The Key To Growth [11/89-p99]
 The "Savings Crisis" Is A Caricature [12/89-p68]

ECONOMIC DEVELOPMENT see also Special Advertising Sections portion of Index

Main Street Revisited [1/89-p36]
 Direct Line: Government Grants [4/89-p40]
 Closing A Base Opens Doors [5/89-p9]
 State Funds For Start-Ups [6/89-p42]
 States Go Global For Small Firms [5/89-p44G*]
 Tailor-Made Work Forces [11/89-p33]
 Cities Get Into The Game [11/89-p48]

ECONOMIC INDICATORS & INDEXES

Small Business: An Upbeat '89 [1/89-p10]
 Stretching Your Megadollar [9/89-p87]

EDUCATION & JOB TRAINING see also

Colleges & Universities; Literacy
 Would You Hire Them? [4/89-p16]
 "Compact" Lessons [4/89-p19]
 Lamar Alexander On Schools And Business [4/89-p24]
 Letters: The ABCs Of Educating America's Youth [6/89-p4]
 The Business-Education Link [6/89-p27]
 Education: The Competitor's Key [6/89-p60]
 Congressional Alert: Tax Incentives For Education [6/89-p91]
 No Easy Answers (Business ethics course) [7/89-p38]
 Congressional Alert: Tax Incentives For Education [9/89-p85]
 Tailor-Made Work Forces [11/89-p33]
 Reach Out And Teach Someone [12/89-p72]

EGYPT

Special Advertising Section: Egypt [1/89-p40A*]
 Egypt: Forging Partnerships With Americans [4/89-p38]

ELECTRIC ENERGY see Energy Resources, Production & Use

ELECTRONICS INDUSTRY see also Computers & Software; Telecommunications
 Entrepreneurs Should Approach Superconductivity Warily [5/89-p8]
 Eliminating The Static [9/89-p63]
 Time For A Dip [10/89-p100]
 When He Hears, Others Listen [11/89-p18]
 Office Gear On The Go [11/89-p56]

EMPLOYEE BENEFITS see also Day Care; Employees; Health Insurance; Hiring & Firing; Pensions & Pension Plans; Retirement; Section 89 of U.S. Tax Code

Labor Targets The States On Benefits [1/89-p16]
 The Ever-Tightening Federal Grip On Employee Benefits [2/89-p26]
 Employers' Payroll Costs For Employee Benefits [2/89-p28]
 The Impact Of AIDS On Benefit Plans [3/89-p60]
 Mandated Benefits' Costly Trap [4/89-p49]

* Page numbers followed by letters are from sections not included in all editions.

EMPLOYEES

Congressional Alert: Mandated Leave Denies Flexibility [4/89-p87]
 AIDS Concerns For Business [6/89-p75]
 A Status Report On Congress: Mandated Parental Leave [8/89-p6]
 Tuition Payments Cut Job Turnover [8/89-p25]
 Congressional Alert: Tax Incentives For Education [9/89-p85]
 Congressional Alert: Early-Retirement Benefits [9/89-p85]
 Treasury Wants Firms To Offer "Flex" Loans [10/89-p12]
 Congressional Alert: Mandated Leave [10/89-p98]
 States Forging Ahead On Mandated Leave Proposals [11/89-p14]
 Unemployment: Cutting The Costs [11/89-p71]
 Why Cafeteria Plans Are Lagging [12/89-p6]
 Wellness Works For Small Firms [12/89-p42]

EMPLOYEES

A Good Start For New Hires [1/89-p21]
 When An Employee's Performance Slumps [1/89-p44]
 Don't Gamble With Addiction [2/89-p35R*]
 Six Ways To Be "Family-Friendly" [3/89-p12]
 Bridging Your Workers' "Motivation Gap" [3/89-p30]
 Would You Hire Them? [4/89-p16]
 A Rose By Any Other Name (Independent contractors) [5/89-p74]
 Two For One: A Working Idea [6/89-p28]
 Direct Line: Giving Employees The Business [6/89-p85]
 Look To Your Employees For Key To Greatness, Author Says [7/89-p8]
 See You In Court [7/89-p17]
 Laws Protecting Employees' Rights [7/89-p24]
 Temporary Solutions [7/89-p48]
 Congressional Alert: Health-Risk Notification [7/89-p71]
 Letters: Bring Order To The Courts [9/89-p4]
 Rulings Won't Halt Rush Of Litigation [9/89-p12]
 Temporary Assignment [10/89-p34]
 Read This Article IMMEDIATELY [10/89-p68]
 Tailor-Made Work Forces [11/89-p33]
 Straight Talk From Key Employees [11/89-p40]
 Writing The Book On Employees [12/89-p50]

EMPLOYMENT see also Employees:

Hiring & Firing
 Job-Hopping: A Mixed Bag, For Employers And Employees [1/89-p70]
 Direct Line: Tempting Firms To Use Temps [2/89-p12]
 Congress Extends Targeted-Jobs Program [3/89-p9]
 New Rule On "Helpers" May Soften Davis-Bacon Impact [5/89-p6]
 Two For One: A Working Idea [6/89-p28]
 Useful Books On Employment Law [7/89-p26]

Small Businesses Continue To Set The Pace In New Jobs [8/89-p8]
 Tuition Payments Cut Job Turnover [8/89-p25]
 Opening Doors For Immigrants [8/89-p48]

ENERGY RESOURCES, PRODUCTION & USE

NB Tips: DOE Contracts [1/89-p6]
 Energy Priorities Outlined For Bush [3/89-p8]
 Something New Under The Sun [8/89-p9]
 From Sawdust To Sawbucks [12/89-p14]
 Direct Line: Propane Power [12/89-p67]

ENTERPRISE ZONES see Economic Development

ENTERTAINMENT see also Television

The New Owner Of New Year's Eve [1/89-p68]
 From Calamity To Conglomerate [5/89-p48]
 Direct Line: Getting Into Movies [9/89-p82]
 Direct Line: Rolling Right Along [9/89-p82]
 Direct Line: A Place To Play [10/89-p92]
 Direct Line: Miniature Golf [10/89-p92]
 The Rainbow Maker [11/89-p41]
 Winning In A Walk [12/89-p13]

ENTREPRENEURS see also Economic Development; Making It in Regular Features & Special Sections portion of Index

Law Helps Businesswomen [1/89-p19]
 Women Mentors For Entrepreneurs [1/89-p28]
 A Gamble That Paid Off [1/89-p30]
 Franchise/Entrepreneurial Guide [2/89-p61]
 Partners In Entrepreneurship [3/89-p38]
 SBA Offers Entrepreneurs Free Advice By Telephone [4/89-p6]
 Cutting Through Start-Up Problems [4/89-p9]
 Wife, Mother, Entrepreneur [4/89-p10]
 Entrepreneurial Bug Biting More Older Americans [5/89-p6]
 Entrepreneurs Should Approach Superconductivity Warily [5/89-p8]
 The Age Of The Woman Entrepreneur [5/89-p22]
 From Calamity To Conglomerate [5/89-p48]
 Franchise/Entrepreneurial Guide [6/89-p31]
 State Funds For Start-Ups [6/89-p42]
 How Women Succeed As Entrepreneurs: Principles To Grow By [7/89-p50]
 Something New Under The Sun [8/89-p9]
 How Long Will You Stay? [9/89-p10]
 NB Tips: New book, "The Entrepreneur & Small Business Financial Problem Solver" [9/89-p10]
 Success By Surprise [9/89-p30]
 Selling Your Firm May Hike Your Pay [9/89-p46]
 Strategic Planning For Yourself [9/89-p48]
 Battle Lines [10/89-p100]
 A Team Approach From The Start [11/89-p9]
 To Make The Grade, Just Go Do It [12/89-p12]
 Get Your Business Plan Off The Shelf [12/89-p34]

ENVIRONMENT see also Energy Resources, Production & Use

Congressional Alert: The Cost Of Missed Clean-Air Deadlines [2/89-p70]
 Congressional Alert: Climate Changes: A Global Concern [2/89-p70]
 Congressional Alert: Arctic National Wildlife Refuge [5/89-p86]
 Clean-Air Proposals Extend To Consumer Products [11/89-p16]

Congressional Alert: Debate On Clean Air [11/89-p100]
 Congressional Alert: Global Climate Changes [12/89-p70]

ESTATE PLANNING

Remove Life Insurance From Your Taxable Estate [2/89-p58]
 How Much Is Your Business Worth? [2/89-p58]
 Inherited IRAs [3/89-p68]
 All In The Family [4/89-p73]
 Finding Lost Insurance Policies [5/89-p70]
 Congress Warns To Estate Freeze [6/89-p48]
 Congressional Alert: Repeal Of Estate "Freeze" Change [6/89-p91]
 A Tax Break On Estate Planning [7/89-p63]
 Choosing An Executor [9/89-p9]
 Estate-Freeze Battle Shifts To Senate Panel [10/89-p12]

ETHICS see also Management

No Easy Answers [7/89-p38]
 Ethical Investing [8/89-p71]
 Letters: Representing Defendants [9/89-p8]
 Fun And Games--And Ethics [11/89-p38]

EXECUTIVES

Some Views From The Top [2/89-p6]
 Job-Change Decisions Hinge On Health Benefits [3/89-p45]
 Midterm Complacency Can Be Dangerous [5/9-p8]
 Small-Business Computing: Executive Suite [7/89-p34]
 88 Ways To Develop Executives [9/89-p48]
 Twenty Guidelines For Leadership [9/89-p60]

EXECUTIVES (SPECIFIC)

Baker, Robert (Skyway Freight Systems) [5/89-p37]
 Carver, Robert W. (Carver Corp.) [9/89-p63]
 Child, Julia (American Institute of Wine and Food) [12/89-p29]
 Clendenin, John L. (BellSouth Corp.; 1989-90 chairman, U.S. Chamber of Commerce) [6/89-p60]
 Copeland, Al (Popeye's Famous Fried Chicken & Biscuits) [7/89-p52]
 Dorney, Robert C. (Day-Timers Inc.) [2/89-p10]
 Dresser, Robert A. (Stockbrokers Society) [9/89-p13]
 Fox, Margaret (Cafe Beaujolais) [6/89-p11]
 Griffin, Ben Hill Jr. (Ben Hill Griffin Inc.) [2/89-p46]
 Gruber, May (Pandora Industries) [6/89-p40R*]
 Libby, H. Morton (Libby Perszyk Kathman) [6/89-p16]
 Miller, Arnold, Jack and Harvey (Quill Corp.) [1/89-p41]
 Millner, Guy (Norrell Corp.) [10/89-p34]
 Parker, Fess (Red Lion Inns) [7/89-p10]
 Port, Sidney (Lawson Products Inc.) [4/89-p62]
 Rich, Bob Jr. (Rich Products Inc.; Buffalo Bisons) [2/89-p42]
 Rondei, Stephen A. (Advanced Products and Technologies Inc.) [6/89-p10]
 Salick, Bernard (Salick Health Care Inc.) [8/89-p50]
 Smiley, Walter (Systematics Inc.) [11/89-p74]
 Smith, Karen (Blade Workers Products Inc.) [4/89-p9]
 Snider, Ed (SPECTACOR) [5/89-p48]

* Page numbers followed by letters are from sections not included in all editions.

Thomas-Cote, Nancy (Barbara Thomas Enterprises Inc.) [10/89-p13]
 Watson, James F. (Skyway Freight Systems) [5/89-p37]
 Wilson, Kemmons (Wilson Inns) [3/89-p77]
 Wilkes, Ed (Sunsign Manufacturing Co.) [8/89-p9]

EYES & EYESIGHT

The Sight Of Your Life [2/89-p55]
 Through Glasses, Darkly [4/89-p77]

F**FAMILY BUSINESS**

Cultural Changes In A Family Firm [1/89-p62]
 Direct Line: All In The Family Business [2/89-p12]
 Fathers And Sons: No Easy Business [2/89-p16]
 Promote, Celebrate Your Family Ties [2/89-p16]
 Partners In Entrepreneurship [3/89-p38]
 Marrying Into A Family Business [4/89-p42]
 Prenuptial Pacts Get Mixed Reviews [4/89-p46]
 Welcoming In-Laws Into The Business [4/89-p48]
 All In The Family (Estate taxes) [4/89-p73]
 A Struggle For Control [6/89-p40R*]
 Congress Warns To Estate Freeze [6/89-p48]
 Give Your Daughter A Chance [6/89-p72]
 Retired Dads: A Real Resource [6/89-p72]
 Turning Arguments Into Agreements (Includes Negotiation Skills Inventory) [6/89-p74]
 The Family That Works Together... [6/89-p80]
 Congressional Alert: Repeal Of Estate "Freeze" [6/89-p91]
 A Status Report On Congress: Family Business [8/89-p6]
 The Role Of "Mom" [8/89-p40]
 Do You Keep Too Many Secrets? [8/89-p42]
 Staying Aboard After The Sale [9/89-p34]
 Selling Your Firm May Hike Your Pay [9/89-p46]
 Estate-Freeze Battle Shifts To Senate Panel [10/89-p12]
 Fair Pay In Family Firms [10/89-p72]
 Fun And Games--And Ethics [11/89-p38]
 Professionalizing: A Necessary Hurdle [11/89-p38]
 An Inside Look At Two Families [11/89-p39]
 From The Bookshelf (Two new books for family-business members) [11/89-p39]
 Straight Talk From Key Employees [11/89-p40]
 Letters: No Parking In Family Firms [12/89-p4]
 Direct Line: In Search Of... [12/89-p66]
FEDERAL BUDGET, FEDERAL DEFICIT see U.S. Govt.--Budget
FINANCIAL PLANNING see Bankruptcy, Business Failures; Consultants; Estate Planning; Investment (Individual); Securities
FOOD/BEVERAGE INDUSTRY & TRADE see also Agribusiness; Restaurants
 Fish Tales [1/89-p61]
 A Magnet For Gourmets [1/89-p66]
 Direct Line: Shrimp-Farm Start-Up [2/89-p12]
 Direct Line: Another Fish Story [3/89-p25]
 A Pizza The Action [5/89-p68]

Direct Line: Hoping To Harvest Herbs [6/89-p85]
 Direct Line: Importing Ginseng [6/89-p86]
 Liquid Gold (Lifeway Foods) [7/89-p14]
 Going For The Goat (Goat-milk products) [8/89-p12]
 Out Of This World (Garlic) [8/89-p13]
 The Fruit Of The Vine (Wine) [9/89-p14]
 Direct Line: Branch Water (Water-bottling) [9/89-p83]
 Say It With Cookies [9/89-p87]
 Water, Water, From Everywhere [10/89-p100]
 Coffee, Tea, Or Bug Juice? [10/89-p100]
 Direct Line: Sausage Saver (Food trade shows) [11/89-p93]
 Direct Line: Coffee And Tea [11/89-p94]
 Food For Thought (Julia Child) [12/89-p29]

FRANCHISING & LICENSING

Franchising Expos [1/89-p61]
 Franchise/Entrepreneurial Guide [2/89-p61]
 Franchising's Pathfinders [2/89-p61]
 A Franchise? Or A Dealership? [3/89-p63]
 Franchising Draws Minorities [4/89-p68]
 Through Glasses, Darkly [4/89-p77]
 Office Services By Franchise [5/89-p62]
 A Pizza The Action [5/89-p68]
 Franchise/Entrepreneurial Guide [6/89-p31]
 Independents Try Franchising [6/89-p31]
 How To Expand By Franchising [6/89-p33]
 Making The Most Of Consultants [6/89-p36]
 Temporary Solutions [7/89-p48]
 Chicken That Packs A Punch [7/89-p52]
 Franchise/Entrepreneurial Guide [8/89-p61]
 Investing In Franchising [8/89-p61]
 Faster Processing For Licenses (Export) [9/89-p9]
 Franchises Under The Hood [9/89-p54]
 Four Paths To Franchising [10/89-p75]
 1990 Franchise Guide [10/89-p75]
 The Disclosure Document [10/89-p78]
 Out There On Your Own [10/89-p84]
 Direct Line: House Of Cards (Hallmark franchise) [10/89-p92]
 Direct Line: Office Help [10/89-p92]
 Franchising's Appeal To Women [11/89-p63]
 Franchising's House Calls [12/89-p47]
FREE TRADE see International Trade

G**GAMBLING**

Don't Gamble With Addiction [2/89-p35R*]

GAMES & HOBBIES

You Too Can Play The Budget Game [2/89-p51]
 Direct Line: Profitable Retirement [3/89-p25]
 A Battle Of Words With The IRS (Difference between hobby and profitable activity) [3/89-p42]
 It's Only Money (Board game) [9/89-p87]
 Games In The Office (Computer games) [10/89-p65]
 Fun And Games--And Ethics [11/89-p38]
 When A Business Is Not A Business [12/89-p59]

GERMANY

German And U.S. Leaders Confer On Trade Issues [1/89-p78]

Direct Line: German Toolmakers [6/89-p86]
GIFTS, GREETING CARDS, NOVELTIES & TOYS

Music To Their Ears (Music boxes) [3/89-p69]
 Direct Line: Toy Troves [8/89-p77]
 Direct Line: Greetings [8/89-p77]
 Direct Line: House Of Cards [10/89-p92]
 Time For A Dip (Watch that runs on liquid) [10/89-p100]
 Direct Line: Executive Gifts [11/89-p93]
 R2D2 Move Over, Here's Newton! (Personal robot) [11/89-p102]
 Direct Line: High Flying (Kites) [12/89-p67]
 It's In The Pouch (Gift cards) [12/89-p72]
GOLD see Investment (Individual)

GOVERNMENT PROCUREMENT see also Defense Industry

Business' Role In War On Drugs [1/89-p5]
 NB Tips: New guide tells small-business vendors how to get into federal Small Purchase Program [1/89-p8]
 NB Tips: Dept. of Energy contracts [1/89-p8]
 New Rule On "Helpers" May Soften Davis-Bacon Impact [5/89-p6]
 NB Tips: New SBA publication on Federal Prompt Payment Act Amendments [8/89-p8]
 New Law Puts Time Limit On Cashing Government Checks [8/89-p8]
 Congressional Alert: Davis-Bacon Reform [8/89-p79]
 NB Tips: New book, "Guide To Getting Paid Promptly By State and Local Agencies" [9/89-p10]

Simplifying Procurement [10/89-p10]

GOVERNMENT REGULATION

An Ignored Law Leaves Small Business Stranded [1/89-p8]
 "Government Gone Crazy" [2/89-p20]
 How To Comply With Section 89 [2/89-p22]
 The Ever-Tightening Federal Grip On Employee Benefits [2/89-p26]
 Defense Suppliers Gear Up For "Paperless" Pentagon [7/89-p6]
 Changes Sought In Regulatory Law [12/89-p8]
 How To Comply With The Polygraph Law [12/89-p36]

GOVERNMENTAL ASSISTANCE see Economic Development

GREECE

Special Advertising Section: Greece (First of two parts) [4/89-p57]
 Letters: Caption Correction [5/89-p4]
 Special Advertising Section: Greece (Second part) [5/89-p57]
 Greece, A Place You Must Explore [5/89-p59]
GREETING CARDS see Gifts, Greeting Cards, Novelties & Toys

H**HANDICAPPED**

Listening To An Inner Voice (Deaf computer executive John Yeh) [2/89-p52]
 "An Environment Everyone Can Use" [5/89-p6]
 Fingers Of Speech [7/89-p12]
 Congressional Alert: Protections For Disabled Persons [10/89-p98]

HANDICRAFTS

HANDICRAFTS

Direct Line: Cottage Cash [7/89-p68]
Direct Line: Framing: The Question [12/89-p67]

HEALTH CARE see also AIDS, Health Insurance; Physical Fitness

Cancer And Your Diet [1/89-p69]
The Sight Of Your Life [2/89-p55]
Direct Line: Aiding Cancer Victims (Prostheses, wigs) [3/89-p25]
The Impact Of AIDS On Benefit Plans [3/89-p60]
TMJ: When Teeth Bite Back [3/89-p65]
Putting Your Finger On What Makes You Itch [4/89-p75]
Why Are You Hungry? [5/89-p69]
Beyond The Fringe: Late Word From The War On Baldness [6/89-p79]
Should You Go On A Very-Low-Calorie Diet? [7/89-p61]
Doing Good, Getting Well (Cancer treatment centers) [8/89-p52]
Light At The End Of The Carpel Tunnel [8/89-p69]
Flying Can Be A Pain In The Neck [9/89-p73]
Alzheimer's Disease: The Search For A Cure [10/89-p86]
Dinosaur Brains And Managing Stress [11/89-p46R*]
Esophageal Pain: Another Price Of Success [11/89-p89]
Wellness Works For Small Firms [12/89-p42]
Boning Up On Calcium [12/89-p57]
Direct Line: Nurses' Aid (Association for nursing agencies) [12/89-p67]

HEALTH CARE COSTS see Health Insurance
HEALTH INSURANCE see also Employee Benefits

A Checkup On Health Benefits [3/89-p45]
--Mandated-Benefits Battle Resumes
--Job-Change Decisions Hinge On Health Benefits
--Fitness Day Promotes Workplace Exercise
--Stressed Out On The Job
--COBRA's Impact On Small Business
--Problems With Cost Containment
--Health-Care Nest Eggs
The Impact Of AIDS On Benefit Plans [3/89-p60]
Congressional Alert: Mandated Health Benefits [3/89-p79]
Editorial: A Typical Washington Story With A Typical Washington Ending (Catastrophic illness coverage) [3/89-p80]
Mandated Benefits' Costly Trap [4/89-p49]
NB Tips: New guide on complying with COBRA requirements on health plans [5/89-p8]
A Status Report On Congress: Mandated Health Care [8/89-p6]
Curbing The High Cost Of Health Care [9/89-p18]
Health Care, Canadian Style [9/89-p22]
Letters: Health Costs [10/89-p7]
Putting The Brakes On Costs [10/89-p8]
Congressional Alert: Mandated Health Benefits [10/89-p98]
Letters: Curing The High Cost Of Health Care [11/89-p4]
Health Insurance Tailored For Small Companies [11/89-p12]
Letters: The Ills Of Health Care [12/89-p5]

Congressional Action Urged To Cut Health Costs [12/89-p10]
Wellness Works For Small Firms [12/89-p42]

HIRING & FIRING see also Employees; Immigration

A Good Start For New Hires [1/89-p21]
Letters: Bull's-Eye (New hires' staying on job) [3/89-p4]
Tests To Target Dependability [3/89-p26]
What Bosses Really Think Of Their New Recruits [4/89-p8]
Would You Hire Them? [4/89-p16]
Letters: In Defense Of Integrity Tests [5/89-p4]
See You In Court (Wrongful discharge suits) [7/89-p17]
Is A Barking Space Your Firm's Kind Of Park? (Unusual hiring interviews) [9/89-p10]
For Love Or Money (Video Employment Agency) [11/89-p102]

HISPANIC-AMERICANS see Minorities

HOBBIES see Games & Hobbies

HOME-BASED BUSINESS

Direct Line: Cottage Cash [7/89-p68]
Look Who's Working At Home [10/89-p20]
--Create Your Space, Choose Your Tools
--Where You Can Go Before You Go Home
--The Tax Questions

HOME CARE, DECORATION &

FURNISHING

Direct Line: Wallpaper Designs [2/89-p12]
Franchising's Pathfinders [2/89-p61]
Direct Line: A Corner On Water Beds [3/89-p25]
Direct Line: Catalog Furniture [5/89-p16]
Direct Line: Do-It-Yourself Decorating [6/89-p85]
Repairing A Home-Repair Firm [8/89-p10]
Cost-Effective Home Improvements [11/89-p91]
Direct Line: Sheet Shop [11/89-p94]

HOME-EQUITY LOANS see Loans

HONORS see Awards & Honors

HOTELS, MOTELS & INNS

Letters: Reservations Recommended (Bed-and-breakfast inns) [2/89-p4]
Kemmons Wilson Changes His Mind [3/89-p77]
King Of The Mild Frontier [7/89-p10]
The Cat's Meow (Hotel loans cats to guests) [9/89-p87]

HOUSING see Construction Industry

I

IMMIGRATION

Opening Doors For Immigrants [8/89-p49]
Congressional Alert: Visas For Skilled Workers [11/89-p100]

IMPORTING see International Trade

INCOME TAX see also Business Taxes; Capital Gains; Taxation; U.S. Govt.--Internal Revenue Service

The "Wash Sale" Rule Gets Scrubbed Behind The Ears [1/89-p72]
Check Your Mail Carefully [2/89-p58]
Cash Transactions Still Interest IRS [2/89-p58]

* Page numbers followed by letters are from sections not included in all editions.

A Battle Of Words With The IRS [3/89-p42]

A Spouse's Income Costs As Well As Pays [3/89-p66]

Home Is Where The Shelter Is [3/89-p67]

IRS To Implement Backup Withholding [3/89-p68]

Can't Pay Your Taxes? Tell The IRS [3/89-p68]

Direct Line: A Taxing Expansion (Income tax preparation) [4/89-p40]
Last-Minute Tax Decisions [4/89-p85]
Inaction Can Be Dangerous To Your Financial Health [4/89-p85]

Need More Time To File? [4/89-p86]

Boosting Medical Deductions [4/89-p86]

Skippping Your Audit [4/89-p86]

Generous To A Fault (Charitable contributions) [4/89-p86]

Reimbursable Job Expenses [4/89-p86]

Estimate Carefully To Avoid Penalties [5/89-p72]

Penalty Proliferation [5/89-p72]

Hold The Phone Deductions [5/89-p74]

For Tax Crises, Use 911 (New form) [5/89-p74]

Simpler Kiddie Taxes [5/89-p74]

Certitude With Certified Mail [5/89-p74]

Stay Put For Moving Expenses [5/89-p74]

Points On Home Buying [6/89-p82]

Key Tax Changes In Sight [7/89-p60]

A Tax Break On Estate Planning [7/89-p63]

Documenting Deductions [7/89-p63]

Nondeductible IRAs Can Be Valuable [8/89-p68]

Rerouted Refunds And Other Reasons To Adjust Withholding [8/89-p70]

Outplacement Counseling [8/89-p70]

For Overseas Workers (And Those Considering A Job Abroad) [8/89-p70]

Creative Child Care [8/89-p70]

Not Filing Is Bad: Is It Fraud? [8/89-p70]

Surviving A Tax Audit [9/89-p40R*]

Sleeping Easy (IRS audits) [9/89-p74]

Catching Up On Estimated Taxes [9/89-p74]

Take Stock Of Your Investments [9/89-p74]

Charity Stops At Home [9/89-p76]

Action On Passive Activities [9/89-p76]

Living More Securely--And Saving On Taxes To Boot [10/89-p88]

Never Part With Originals (Tax documents) [10/89-p88]

Treasuries As Tax Shelters [10/89-p88]

Prepaying Possible Interest On A Disputed Tax Liability [10/89-p89]

Your Rights As A Taxpayer [11/89-p26]

How to Beat The Penalty For Underpaying Estimated Tax [11/89-p91]

Fewer "Comfort Rulings" [11/89-p91]

Rules for Borrowing From Retirement Plans [11/89-p92]

Accuracy On W-2 Forms [12/89-p59]

Erroneous Returns [12/89-p59]

Tax Benefits From Disaster Losses [12/89-p59]

When A Business Is Not A Business [12/89-p59]

Retirement Plan Reminder [12/89-p59]

Year-End Reminders [12/89-p60]

INDIVIDUAL RETIREMENT**ARRANGEMENTS** see also Pensions & Pension Plans; Retirement

IRA Rollover's Ironclad Deadline [3/89-p67]

Inherited IRAs [3/89-p68]

Inaction Can Be Dangerous To Your Financial Health [4/89-p85]

What Nest For Your Egg? [6/89-p80]

Nondeductible IRAs Can Be Valuable [8/89-p68]

INFLATION see Economic Conditions & Forecasts**INFRASTRUCTURE** see Public Works**INNS** see Hotels, Motels & Inns**INSURANCE** see also Health Insurance; Liability Insurance

Remove Life Insurance From Your

Taxable Estate [2/89-p58]

Finding Lost Insurance Policies [5/89-p70]

More Insurance For Small Firms [6/89-p67]

Prepare Now For The Next Renewal [6/89-p70]

The Industry's Next Downturn [6/89-p71]

A Rate-Cut Law's Distant Reach

(California's Proposition 103) [6/89-p71]

Slashing Insurance Premiums [8/89-p71]

Getting The Insurance Protection You Pay For [9/89-p75]

INTERIOR DECORATING see Home Care, Decorating & Furnishings**INTERNAL REVENUE SERVICE** see U.S. Govt.--Internal Revenue Service**INTERNATIONAL TRADE** see also Competitiveness

Seeking Better Trade Ties (Japan) [1/89-p50]

German And U.S. Leaders Confer On Trade Issues [1/89-p78]

Europe Also Beckons U.S. Entrepreneurs [2/89-p8]

To Sell In Japan, Meet The Japanese [2/89-p10]

U.S. Shoe Firms Thrive In High-Quality Market [2/89-p38]

Blunders Abroad [3/89-p54]

States Go Global For Small Firms [5/89-p44G*]

On The Front Lines In The Trade War [6/89-p10]

EC92 [6/89-p18]

Direct Line: Preparing To Go Abroad [6/89-p86]

Direct Line: Importing Ginseng [6/89-p86]

Direct Line: German Toolmakers [6/89-p86]

Information Finder [7/89-p32]

Oases Of Opportunity (Duty-free zones) [7/89-p45]

Editorial: Let's Keep Super 301 On The Right Course (U.S. Trade Law) [7/89-p72]

Faster Processing For Licenses (Export) [9/89-p9]

It Pays To Go The Extra Meter [9/89-p42]

More On Metric [9/89-p43]

A New Era In Trade (U.S.-Canadian free-trade pact) [9/89-p67]

Learn About Canada From The BOSS [10/89-p10]

Heinz Seeks A New Agency To Screen Exports [10/89-p12]

Direct Line: Sports Arena [10/89-p92]

A Guide To Update Business On EC92 [11/89-p12]

Bentsen Says Trade Law Is Working As Intended [11/89-p16]

Openings Abroad For Enterprise [11/89-p66]

New Service To Exporters (Japan) [11/89-p70]

SBA Plans Trade Fair In Seattle (Export Expo 1990) [12/89-p8]

Keeping Up With EC92 [12/89-p38]

GATT's Influence For Freer Trade [12/89-p54]

Editorial: Free-Market Economics: Antidote For War And Poverty [12/89-p71]

INVENTIONS & INVENTORS see Patents, Copyright & Trademarks**INVENTORY CONTROL**

Wider Uses For Bar Codes [3/89-p34]

INVESTMENT (INDIVIDUAL) see also

Art/Photography; Securities

Payroll Savings Pay Off In Bonds [5/89-p45]

Certificates Of Deposit: It Pays To Shop Around [7/89-p62]

Investing In Franchising [8/89-p61]

Ethical Investing [8/89-p71]

Churning Investment Accounts [8/89-p71]

Direct Line: Financial Planners [8/89-p77]

Becoming A Good Stock Picker [12/89-p58]

A Red Flag On Penny Stocks [12/89-p58]

Stopping Your Losses [12/89-p58]

Street Talk (Book of stock-market terms) [12/89-p72]

J - K**JAPAN**

Seeking Better Trade Ties [1/89-p50]

To Sell In Japan, Meet The Japanese [2/89-p10]

Trading Views With Japan (*Nation's Business* videoconference) [5/89-p34]

New Service To Exporters [11/89-p70]

JOB TRAINING see Education & Job Training**JOINT VENTURES** see *Special Advertising Sections* portion of *Index***KEOGH PLANS** see Retirement**KOREA**

Special Advertising Section: Korea [6/89-p53]

L**LABELING** see Packaging & Labeling**LABOR LEGISLATION** see Employee Benefits**LABOR UNIONS**

Labor Targets The States On Benefits

[1/89-p16]

Congressional Alert: Union Advantage In Construction [5/89-p86]

New Bill To Define Rights Of Workers In Union Dealings [6/89-p8]

LAWS & LEGISLATION (FEDERAL) see also*Congressional Alert* in *Regular Features & Special Sections* portion of *Index*

Law Helps Businesswomen [1/89-p19]

Closing Law's Key Provisions [1/89-p58]

A Law More Than Merely "Technical" (Corrections to 1986 Tax Reform Law) [1/89-p72]

The Ever-Tightening Federal Grip On Employee Benefits [2/89-p26]

A Push To Repeal Section 89 [3/89-p6]

Mandated-Benefits Battle Resumes

[3/89-p45]

Editorial: Business: Applaud The Cooperation But Be Prepared For The Conflict (Pres. Bush and Congress)

[3/89-p80]

Editorial: A Typical Washington Story With A Typical Washington Ending (Catastrophic illness bill) [3/89-p80]

"Antibusiness Bills" Reappear [4/89-p6]

NB Tips: Four new publications on business-related issues facing Congress

[4/89-p8]

Editorial: Congress' Minimum-Wage Bill: What The Outcome Will Say About Who's In Charge [5/89-p87]

A Minimum-Wage Confrontation

[6/89-p8]

New Bill To Define Rights Of Workers In Union Dealings [6/89-p8]

Congress Warms To Estate Freeze

[6/89-p48]

Section 89 Among House GOP Targets [7/89-p6]

Laws Protecting Employees' Rights

[7/89-p24]

Useful Books On Employment Law [7/89-p26]

The Push To Trim Capital-Gains Tax [7/89-p56]

Editorial: Let's Keep Super 301 On The Right Course (U.S. Trade Law)

[7/89-p72]

A Status Report On Congress [8/89-p6]

--Mandated Health Care

--Minimum Wage

--Child Care

--Section 89

--Mandated Parental Leave

--Family Business

New Law Labeled Damaging To Service-Based Retailers (Consumer Protection

Against Price-Fixing Act) [8/89-p8]

The Battle Over Pension Surpluses [8/89-p66]

Editorial: There's Only One Way To Clean Up This Misunderstanding (Section 89)

[8/89-p80]

An Alternative To Mandates (Health care) [9/89-p26]

Rostenkowski Concedes On Section 89 [10/89-p12]

Heinz Seeks A New Agency To Screen

Exports [10/89-p12]

Proposal On Venture Capital [11/89-p16]

Clean-Air Proposals Extend To Consumer Products [11/89-p16]

Bentsen Says Trade Law Is Working As Intended [11/89-p16]

Changes Sought In Regulatory Law

[12/89-p8]

Bill Targets Copyright Infringement By States [12/89-p10]

A Brighter Outlook For Product-Liability Reform [12/89-p10]

Looking Beyond Section 89 [12/89-p27]

* Page numbers followed by letters are from sections not included in all editions.

LAW & LEGISLATION (STATE)

LAW & LEGISLATION (STATE)

- Labor Targets The States On Benefits [1/89-p16]
- A Rate-Cut Law's Distant Reach (California's Proposition 103) [6/89-p71]
- States Forging Ahead On Mandated-Leave Proposals [11/89-p14]

LEASES & LEASING

- The Leased Advantages (Cars and trucks) [5/89-p40]
- Letters: Corrections to article "The Leased Advantages" [6/89-p4]

LEGAL SERVICES

- see also Litigation
- NB Tips: New book, "100 Ways To Cut Legal Fees and Manage Your Lawyer" [2/89-p8]

- Franchising's Pathfinders [2/89-p61]
- Managing Your Lawyer [4/89-p70]
- Your Firm May Need A "Legal Checkup" [7/89-p20]

- Letters: Representing Defendants [9/89-p8]

LICENSES

- see Franchising & Licensing

LITERACY

- see also Education & Job Training

- Letters: Literally Speaking [2/89-p5]

LITIGATION

- see also Legal Services

- New Hope For Relief From Crush Of Liability Suits [4/89-p8]
- See You In Court (Employee suits against employers) [7/89-p17]

- Letters: Bring Order To The Courts [9/89-p4]

- Rulings Won't Halt Rash Of Litigation (Supreme Court job-bias rulings) [9/89-p12]

- Writing The Book On Employees (Company handbook) [12/89-p50]

- Courts Clamp Down On Boards [12/89-p52]

LOANS

- see also Banks & Banking; Credit; Credit Cards & Accounts; Economic Development; Venture Capital

- Direct Line: Togs For Teens, Loans For Women [1/89-p57]

- Small-Business Owners Put Their Homes On The Line [4/89-p6]

- Banking On Women Owners [5/89-p28]

- Keoghs As Collateral [8/89-p70]

- Home-Equity Loans Acquire A New Look [9/89-p75]

- Treasury Wants Firms To Offer "Flex" Loans [10/89-p12]

- Bridging The Gap [11/89-p90]

- Rules For Borrowing From Retirement Plans [11/89-p92]

- Cosigning Pitfalls [12/89-p59]

M

MAGAZINES

- Targeting The Military Market (*Military Lifestyle* magazine) [5/89-p66]

- MAIL SERVICES see Delivery & Mail Services

- MAILING LISTS see Marketing

MAIL-ORDER BUSINESS

- Direct Line: Catalog Furniture [5/89-p16]
- Direct Line: Mail-Order How-Tos [6/89-p86]
- Selling On A Shoestring [11/89-p78]
- Direct Line: Direct Mail [12/89-p66]

MALAYSIA

- Special Advertising Section: Malaysia [10/89-p53]

MANAGEMENT

- see also Communications; Corporations; Employees; Hiring & Firing
- A Good Start For New Hires [1/89-p21]
- Take Charge Of Your Phones [1/89-p25]
- When An Employee's Performance Slumps [1/89-p44]

- Direct Line: All In The Family Business [2/89-p12]

- Six Ways To Be "Family-Friendly" [3/89-p9]
- Bridging Your Workers' "Motivation Gap" [3/89-p30]

- Wider Uses For Bar Codes [3/89-p34]

- What Bosses Really Think Of Their New Recruits [4/89-p8]

- Women Managers: A Certain Style [4/89-p12]

- Take Charge Of Your Job [4/89-p36]

- Creating The Best Work Culture [4/89-p38R*]

- It's Show Time For Business (Company videos) [4/89-p54]

- Managing Your Lawyer [4/89-p70]

- Bad Debts Are Worth Collecting [5/89-p53]

- You Are The Customer, You Are The Company [5/89-p60R*]

- AIDS Concerns For Business [6/89-p75]

- Listen Carefully [6/89-p78]

- No Easy Answers (Ethics) [7/89-p38]

- Shape Up Your Firm's Image [7/89-p42]

- The Role Of "Mom" [8/89-p40]

- Do You Keep Too Many Secrets? [8/89-p42]

- Learn Your Firm's Inside Story [8/89-p59]

- Twenty Guidelines For Leadership [9/89-p60]

- Read This Article IMMEDIATELY (Procrastination) [10/89-p68]

- Battle Lines [10/89-p100]

- A Team Approach From The Start [11/89-p9]

- Professionalizing: A Necessary Hurdle [11/89-p38]

- Dinosaur Brains And Managing Stress [11/89-p46R*]

MANUFACTURING

- Manufacturers Urged To Work With Suppliers [2/89-p6]

- Direct Line: Profitable Retirement (Making trophies and awards) [3/89-p25]

- Cutting Through Start-Up Problems [4/89-p9]

MARKETING

- see also Advertising;

- Mail-Order Business

- Fish Tales [1/89-p61]

- The Mature Market [1/89-p61]

- In The Blue Chips [2/89-p54]

- Total Compensation Soars For Marketing Executives [3/89-p8]

- NB Tips: New software assesses product or service market potential in 3,000 U.S. and Canadian cities [3/89-p9]

- Shape Up Your Firm's Image [7/89-p42]

- Sport Tie-Ins Help Firms Score [9/89-p36]

- NB Tips: New publication, "Outstanding Business Opportunities In A Graying America" [11/89-p14]

- Selling On A Shoestring [11/89-p78]

- Direct Line: Firm Lists [12/89-p66]

- Direct Line: Direct Mail [12/89-p66]

MATERNITY & PATERNITY LEAVES

- see Employee Benefits

- MEDICARE see Health Care; Health Insurance

-

-

-

-

-

-

-

-

-

-

-

-

-

-

MENTOR PROGRAMS

- With A Little Help From Her Friends [1/89-p28]

- Women Mentors For Entrepreneurs (SBA program) [1/89-p28]

- Mentors For Women (Clairol Mentor Program competition) [9/89-p48]

MERGERS, ACQUISITIONS & DIVESTITURES

- Selling Your Firm May Hike Your Pay [9/89-p46]

- Takeover Expenses: Deductible Or Not? [10/89-p89]

- Takeover Expenses, Continued [11/89-p92]

- Direct Line: Selling An Idea [11/89-p94]

- Direct Line: Selling A Business [11/89-p94]

- Letters: To Sell Or Not To Sell [12/89-p5]

MEXICO

- Special Advertising Section: Mexico [5/89-p44A*]

- Mexican Economy's Bold Initiatives [5/89-p44B*]

- Industrias Resistol: World Competitor [5/89-p44D*]

- IBM De Mexico: Bullish On Future [5/89-p44E*]

MINIMUM WAGE

- see Wages & Salaries

MINORITIES

- Franchising Draws Minorities [4/89-p68]

- Direct Line: Minority Businesses [8/89-p78]

- SBA Amends 8(a) Rules On Minority Firms [11/89-p14]

MORTGAGES

- Points On Home Buying [6/89-p82]

- Direct Line: Mortgage Interest (Becoming mortgage broker) [10/89-p91]

- MOTELS see Hotels, Motels & Inns

- MOTION PICTURES see Entertainment

N

- NATIONAL DEBT see U.S. Govt.--Budget

NATION'S BUSINESS MAGAZINE

- Letters: Direct Line Fan [1/89-p4]

- German And U.S. Leaders Confer On Trade Issues (*Nation's Business* videoconference) [1/89-p78]

- Trading Views With Japan (*Nation's Business* videoconference) [5/89-p34]

- Editor's Note: Brighter, Fresher, Crisper (Design and editorial changes in magazine) [9/89-p3]

NONPROFIT ORGANIZATIONS

- Nonprofit Groups: An Unfair Edge? [4/89-p33]

- NOVELTIES see Gifts, Greeting Cards, Novelties & Toys

- NURSES & NURSING see Health Care

O

OCCUPATIONAL HAZARDS & INJURIES

- NB Tips: SBA publication on workers' right-to-know regulations on hazardous substances [2/89-p8]

- Stressed Out On The Job [3/89-p45]

- Direct Line: Free Help On Fearsome Fibers (Asbestos) [4/89-p40]

- Congressional Alert: Health-Risk Notification [7/89-p71]

Light At The End Of The Carpal Tunnel [8/89-p69]
 OSHA Lacks Impact On Worker Safety [8/89-p72]
 Letters: An Accident Waiting To Happen [10/89-p7]
 NB Tips: New pamphlet, "How To Comply With OSHA Hazardous Materials Standard Rules" [12/89-p88]

OFFICES/OFFICE EQUIPMENT**FURNITURE & SUPPLIES**

Brother Act (Quill Corp.) [1/89-p41]
 Office Machines: More, Better, Cheaper (Copiers, voice mail, typewriters, facsimile machines, personal and lap-top computers, software) [2/89-p30]
 A Fresh Start After 40 (Business equipment replacement parts) [4/89-p62]
 A Blast From The Past (PAD office supply company) [4/89-p79]
 Office Services By Franchise [5/89-p62]
 Is This Move Necessary? [9/89-p10]
 Direct Line: Office Help [10/89-p92]
 Office Gear On The Go [11/89-p56]

OIL see Energy Resources, Production & Use

OPTIONS TRADING see Securities

P**PACKAGING & LABELING**

Wider Uses For Bar Codes [3/89-p34]
 A Tax Jolt By Design (New IRS ruling on package-design costs) [6/89-p82]

PARENTAL LEAVE see Employee Benefits

PARTNERSHIPS

Direct Line: Teaming Up [11/89-p94]
 Direct Line: Two For One [11/89-p94]

PATENTS, COPYRIGHT & TRADEMARKS

see also Trade Secrets

Direct Line: An Idea Worth Protecting [1/89-p57]
 Direct Line: Patent Process [7/89-p67]
 Direct Line: Stealing Ideas [7/89-p68]
 Direct Line: Secret Service [10/89-p91]
 An Equal Footing On Trademarks [11/89-p12]
 Bill Targets Copyright Infringement By States [12/89-p10]

PENSIONS & PENSION PLANS see also

Individual Retirement Arrangements;
 Retirement
 New Rules May Force Rewriting Of Pension Plans [2/89-p24]
 Congressional Alert: Pension-Asset Reversions [7/89-p71]
 The Battle Over Pension Surpluses [8/89-p66]

PETROLEUM INDUSTRY see Energy Resources, Production & Use

PETS

Direct Line: Flying Start (Pet shop specializing in birds) [9/89-83]
 The Cat's Meow (Hotel loans cats to guests) [9/89-p87]

PHILANTHROPY see Charitable

Contributions & Organizations/
 Volunteerism

PHOTOGRAPHY see Art/Photography;
 Games & Hobbies

PHYSICAL FITNESS see also Health Care
 Fitness Day Promotes Workplace Exercise [3/89-p45]

Direct Line: Fit To Work (Company fitness program) [9/89-p83]

Employee Fitness Day Set [12/89-p57]
 Against The Flow (Swimming machines) [12/89-p72]

PHYSICIANS see Health Care

PLANT CLOSINGS

Closing Law's Key Provisions [1/89-p58]

POLITICAL FINANCE

Congressional Alert: Campaign Financing [5/89-p86]

POLYGRAPH TESTING see Tests & Testing

POSTAL SERVICE see Delivery & Mail Services

PRINTING & PUBLISHING see also Books;
 Magazines

NB Tips: New desktop video technology available [8/89-p8]

Direct Line: For Fun And Profit (Finding publisher) [12/89-p67]

PRIVATIZATION

A Bigger Role For Private Firms In Moving The Mail [3/89-p8]

The Private Path To New Highways [8/89-p19]

PRODUCT LIABILITY

New Hope For Relief From Crush Of Liability Suits [4/89-p8]

Congressional Alert: Uniform Standards In Product Liability [4/89-p87]

Congressional Alert: Product Liability [8/89-79]

New Hope For Action On Product-Liability Reform [9/89-p12]

Editorial: Reform The Product-Liability System To Prevent Further Economic Harm [9/89-p86]

A Brighter Outlook For Product Liability Reform [12/89-p10]

PRODUCTIVITY

Smart Approaches To Productivity [10/89-p97]
 Productivity: Key To Growth [11/89-p99]

Letters: Circumstantial Evidence? [12/89-p4]

PROMPT PAYMENT see Accounts Payable & Receivable; Government Procurement

PROTECTIONISM see International Trade

PUBLIC SPEAKING

Leave Them Laughing (Women as public speakers) [10/89-p49]

PUBLIC WORKS see also Government Procurement

Our Crumbling Infrastructure [8/89-p16]
 The Private Path To New Highways [8/89-p19]

Letters: Infrastructure Perspectives [10/89-p6]

Letters: Picking Up The Pieces [11/89-p6]

PUBLISHING see Printing & Publishing

Q**QUALITY CONTROL**

How The Baldrige Winners Did It (Malcolm Baldrige National Quality Awards) [1/89-p32]

Do You Want To Compete? [Baldrige Awards] [1/89-p34]

Manufacturers Urged To Work With Suppliers [2/89-p6]

R**REAGAN, RONALD W.**

National Chamber Foundation Honors President Reagan [1/89-p5]

REAL ESTATE

Franchising's Pathfinders [2/89-p61]
 Home Is Where The Shelter Is [3/89-p67]
 King Of The Mild Frontier [7/89-p10]
 Depreciating Land [8/89-p68]
 The Man With The Hammer (Auctioneer) [12/89-p16]

RECESSION see Economic Conditions & Forecasts

RECREATION/SPORTS & SPORTS**FACILITIES**

Buffalo's Rich Baseball Legacy [2/89-p42]
 Direct Line: Just For The Sport Of It [3/89-p25]

Direct Line: Setting Sale In Marinas [5/89-p16]

From Calamity To Conglomerate (Spectrum arena in Philadelphia) [5/89-p48]

Sports Tie-Ins Help Firms Score [9/89-p36]
 Direct Line: Rolling Right Along (Roller-skating rink) [9/89-p82]

Cities Get Into The Game (Attracting sports revenue) [11/89-p48]

Midnight Rescue (Late-night basketball) [11/89-p86]

Direct Line: Wash And Roll (Bowling-ball cleaning service) [11/89-p93]

Winning In A Walk [12/89-p13]

Direct Line: Campground Groundwork [12/89-p66]

RECYCLING see Waste Disposal

RED TAPE see Government Regulation

RELOCATION OF BUSINESS

Direct Line: Locating Relocating Counselors [4/89-p40]

Is This Move Necessary? [9/89-p10]

RESTAURANTS see also Food/Beverage Industry & Trade

The Taste Of Mendocino [6/89-p11]

Direct Line: Giving Employees The Business [6/89-p85]

Fast Food Gets Faster With Orders By Computer [7/89-p8]

Chicken That Packs A Punch [7/89-p52]

Folding Napkins To Ring Up Sales [7/89-p58]

Direct Line: A Basic Menu [9/89-p83]

Endangered Species [10/89-p18]

A Complete Menu (New book, "The Restaurant Book") [10/89-p100]

Memories For Sale [12/89-p18]

RETAIL STORES & TRADE

Direct Line: Togs For Teens, Loans For Women [1/89-p57]

A Magnet For Gourmets [1/89-p66]

Neighborhood Drugstores: Down But Not Doomed [3/89-p9]

Direct Line: Just For The Sport Of It [3/89-p25]

Direct Line: Filling Tall Orders [3/89-p25]
 Music To Their Ears [3/89-p69]

RETIREMENT

Woman With A Large Idea [3/89-p71]
"Merchandise That Motivates" [5/89-p64]
Direct Line: Bookstore-Business Browsing [6/89-p86]
Proposed Law Labeled Damaging To Service-Based Retailers (Consumer Protection Against Price-Fixing Act) [8/89-p8]
Direct Line: A Bridal-Shop-To-Be? [8/89-p77]
Direct Line: Sweats And Sweaters [8/89-p77]
Direct Line: Religious Products [8/89-p78]
Direct Line: Clothes Connections [9/89-p82]
Direct Line: Flying Start (Pet Shop) [9/89-p83]
The Shape Of 1990: A New Projection [10/89-p8]
Direct Line: Balance Sheet Music (Financial consultant) [10/89-p92]
Direct Line: Computer Connections [11/89-p93]
Direct Line: Executive Gifts [11/89-p93]
Direct Line: Sheet Shop [11/89-p94]
Direct Line: Coffee And Tea [11/89-p94]
RETIREMENT see also Individual Retirement Arrangements; Pensions & Pension Plans
Health-Care Nest Eggs [3/89-p48]
Inaction Can Be Dangerous To Your Financial Health (Accrued benefits from retirement plans and IRAs) [4/89-p85]
Entrepreneurial Bug Biting More Older Americans [5/89-p6]
Retired Dads: A Real Resource [6/89-p72]
Active Roles For Retirement Years [6/89-p73]
What Nest For Your Egg? [6/89-p80]
Keogh Alert [7/89-p63]
Letters: Retiring Income Limits For The Elderly [8/89-p4]
Nondeductible IRAs Can Be Valuable [8/89-p68]
Keogh As Collateral [8/89-p70]
Congressional Alert: Early-Retirement Benefits [9/89-p85]
When It's Time To Go [11/89-p74]
Rules For Borrowing From Retirement Plans [11/89-p92]
Retirement Plan Reminder [12/89-p59]
RISK MANAGEMENT see Insurance

S

SALARIES see Wages & Salaries
SALES & SELLING see Marketing
SECTION 89, U.S. TAX CODE see also Employee Benefits
"Government Gone Crazy" [2/89-p20]
How to Comply With Section 89 [2/89-p22]
A Push To Repeal Section 89 [3/89-p6]
Letters: Reaction To Section 89 [4/89-p4]
Section 89: Beyond Repair [4/89-p65]
What's In The Regulations? [4/89-p66]
Congressional Alert: Section 89: A Benefits Bombshell [4/89-p87]
Doubts Multiply On Section 89 (Readers' questions answered) [5/89-p17]
Changes Ahead For Section 89 [6/89-p6]
Section 89 Among House GOP Targets [7/89-p6]
A Status Report On Congress: Section 89 [8/89-p6]

Editorial: There's Only One Way To Clear Up This Misunderstanding [8/89-p80]
Section 89 May Be Delayed [9/89-p12]
Rostenkowski Concedes On Section 89 [10/89-p12]
Editorial: How The Good Guys Won The Battle Of Section 89 [11/89-p101]
Looking Beyond Section 89 [12/89-p27]

SECURITIES

Common Sense About Capital Gains [1/89-p48]
The "Wash Sale" Rule Gets Scrubbed Behind The Ears [1/89-p72]
Minority Shareholders Have Rights, Too [3/89-p68]
Building Your Own Portfolio [4/89-p30]
Payroll Savings Pay Off In Bonds [5/89-p45]
When To Fight, When To Switch [9/89-p13]
Take Stock Of Your Investments [9/89-p74]
Hidden Mutual-Fund Fees [9/89-p75]
Treasures As Tax Shelters [10/89-p88]

SECURITY SYSTEMS

Small-Business Computing: Security [7/89-p35]
Savings Promised Under New Check-Verification System [8/89-p8]
Outwitting The Hackers [9/89-p17]
Living More Securely--And Saving On Taxes To Boot [10/89-p88]

SERVICES

Slower Growth Expected For The Service Sector [1/89-p12]
Direct Line: A Business For Business (Meetings and conferences) [1/89-p57]
Direct Line: Crafting Cleaning Contracts [2/89-p12]
Franchising's Pathfinders [2/89-p61]
Threading The Needle (Tailor shops) [3/89-p70]
Direct Line: A Taxing Expansion (Income tax preparation) [4/89-p40]
A Fresh Start After 40 (Business equipment replacement parts) [4/89-p62]
Direct Line: Building Body-Shop Business [5/89-p16]
Office Services By Franchise [5/89-p62]
Direct Line: Dry-Cleaning Articles [6/89-p86]
Direct Line: Greenery On Loan [7/89-p67]
Repairing A Home-Repair Firm [8/89-p10]
Direct Line: What Would You Pay You? [8/89-p78]
Direct Line: Diaper Service [9/89-p82]
Direct Line: Quick Changes (Oil-change service) [9/89-p83]
Direct Line: Secret Service [10/89-p91]
Direct Line: Clearing The Heir (Tracing unclaimed property) [10/89-p91]
Direct Line: Mortgage Interest (Mortgage broker) [10/89-p91]
Direct Line: This Space For Rent [10/89-p91]
Direct Line: Wash And Roll (Bowling ball cleaning) [11/89-p93]
Franchising's House Calls [12/89-p47]

SHOES

SMALL BUSINESS

NB Tips: New guide on getting into federal Small Purchase Program [1/89-p8]
NB Tips: Dept. Of Energy contracts for researching technologically innovative ideas [1/89-p8]

An Ignored Law Leaves Small Business Stranded (Regulatory Flexibility Act) [1/89-p8]
Small Business Briefs Mr. Bush [1/89-p20]
A Look At New "How-To" Books For Small Business [2/89-p6]
Small Business Reassured By New President's Views [2/89-p8]
Wider Uses For Bar Codes [3/89-p34]
COBRA's Impact On Small Business [3/89-p48]
States Go Global For Small Firms [5/89-p44G*]
NB Tips: New book, "The Small Business Financial Planner" [6/89-p8]
More Insurance For Small Firms [6/89-p67]
NB Tips: SBA book, "The States And Small Business" [7/89-p8]
Small Business Computing (Good values in hardware and software) [7/89-p32]
Folding Napkins To Ring Up Sales (SBA's 1989 Small Business Person of the Year; state winners listed) [7/89-p58]
Small Businesses Continue To Set The Pace In New Jobs [8/89-p8]
NB Tips: New book, "The Entrepreneur & Small Business Financial Problem Solver" [9/89-p10]
Symposiums For Improving Small Firms' Success [11/89-p12]
NB Tips: Small-Business Answers (SBA Answer Desk) [11/89-p14]
Changes Sought In Regulatory Law (Regulatory Flexibility Act) [12/89-p8]
NB Tips: SBA sponsors 10th National Legislative Conference on Small Business [12/89-p8]

SOCIAL SECURITY

Are You Overpaying Social Security? [7/89-p63]
Letters: Retiring Income Limits For The Elderly [8/89-p4]
Combined Salary Cuts Taxes [9/89-p75]
Payroll Taxes Will Go Up Jan. 1 [12/89-p10]

SOFTWARE

see Computers & Software

SPORTS

STATES (U.S.)

Labor Targets The States On Benefits [1/89-p16]
States Go Global For Small Firms [5/89-p44G*]
State Funds For Start-Ups [6/89-p42]
NB Tips: SBA book, "The States And Small Business" [7/89-p8]
States Forging Ahead On Mandated-Leave Proposals [11/89-p14]
Unemployment Benefits: How The States Compare [11/89-p71]

STOCKS, STOCK MARKET

STRESS

SUBSTANCE ABUSE

see also Tests & Testing
Business' Role In War On Drugs [1/89-p5]
When An Employee's Performance Slumps [1/89-p44]
NB Tips: New publication, "Drug Abuse in the Workplace: An Employer's Guide to Prevention" [6/89-8]
On The Job Against Drugs [7/89-p29]
Bush Urges Business To Act Against Drugs [10/89-p12]

Editorial: The Most Effective Weapon In The War Against Drugs: The Paycheck [10/89-p99]
 Business Moves Against Drugs [11/89-p82]
 Midnight Rescue (Late-night basketball in fight against crime and substance abuse) [11/89-p86]

T

TAIWAN

Special Advertising Section: Taiwan [8/89-p27]
 One-Stop Shopping For U.S. Business (Taipei World Trade Center) [8/89-p29]
 Premier Lee Huan [8/89-p31]
 Beijing Massacre Stuns Taiwan [8/89-p34]

TAX REFORM ACT OF 1986 see also Section 89, U.S. Tax Code

A Law More Than Merely "Technical" [1/89-p72]
 New Rules May Force Rewriting Of Pension Plans [2/89-p24]
 How Tax Changes Affect Business [2/89-p57]
TAXATION see also Business Taxes; Income Tax; U.S. Govt.--Internal Revenue Service
 A Law More Than Merely "Technical" (Corrections to 1986 Tax Reform Act) [1/89-p72]
 Taxpayers' Bill Of Rights [2/89-p57]
 Editorial: Now It's Time For Congress To Read Voters' Lips On Tax Increases [2/89-p71]
 Look Before You Leap Into A VAT (Value-added tax) [4/89-p52]
 Letters: Defending The VAT [6/89-p4]
 Editorial: Congress Should Look To A Tax Cut, Not An Increase, To Curb The Deficit [6/89-p92]
 A Value-Added Tax Would Harm The Economy [7/89-70]
 Letters: More On VAT [11/89-p6]
 Who's Paying What [12/89-p59]

TAX SHELTERS see Income TaxTECHNOLOGICAL INNOVATION

see also Patents, Copyright & Trademarks
 The Coming Era Of Tiny Technology [1/89-p46R*]
 Wider Uses For Bar Codes [3/89-p34]
 Small-Business Computing: Hardware (Text-reading scanners) [7/89-p35]
 Success By Surprise [9/89-p30]
 New Name: Same Bad Idea (Pres. Bush's "industry-led partnerships with government" [9/89-p84]
 Trucks Turn To High Tech [10/89-p38]
 The Rainbow Maker (Motion picture colorization) [11/89-p41]
 Office Gear On The Go [11/89-p56]

TELECOMMUNICATIONS

Take Charge Of Your Phones [1/89-p25]
 Voice Mail: A Smart Message System [2/89-p30]
 Hold The Phone Deductions [5/89-p74]
 Small-Business Computing: Screen Dreams (Videotex) [7/89-p34]
 Small Business Computing: Communications [7/89-p34]
 Another Medium For The Message (Voice mail) [8/89-p54]

If A Computer Answers, Don't Hang Up [8/89-p55]
 Letters: Getting The Message Clear (Voice mail) [10/89-6]
 Office Gear On The Go [11/89-p56]
 Letters: A Voice On The Phone (Answering services) [12/89-p4]

TELEMARKETING see Marketing

TELEPHONES see Telecommunications

TELEVISION

Soviet TV's U.S. Channel [2/89-p18R*]
 Lights! Camera! Hammer And Nails! (Special effects) [6/89-p12]
 You Are The Customer, You Are The Company (PBS series "Growing A Company" [5/89-p60R*]
 Putting Your Best Self Forward [8/89-p46]
 "First Business" Debuts Sept. 11 [9/89-p12]
 He's A Howling Success At Bringing Comics To Life (Animator Bill Melendez) [10/89-p16]
 Food For Thought (Julia Child) [12/89-p29]

TEMPORARY WORKERS see Employees; Employment; Hiring & Firing

TESTS & TESTING see also Substance Abuse

Tests To Target Dependability [3/89-p26]
 Letters: In Defense Of Integrity Tests [5/89-p4]
 NB Tips: College of American Pathologists video "Employee Drug Testing" [5/89-p8]
 On The Job Against Drugs [7/89-p29]
 Answers To Employers' Chief Questions On Drug Testing [7/89-p30]
 Congressional Alert: Drug Testing In The Workplace [8/89-p79]
 Letters: Sobering Points About Drug Tests [9/89-p8]
 Letters: Drug Testing [11/89-p8]
 When He Hears, Others Listen (Acoustic emission sensors) [11/89-p18]
 How To Comply With The Polygraph Law [12/89-p36]

TOYS see Gifts, Greeting Cards, Novelties & Toys

TOURISM, TRAVEL & VACATIONS

Letters: Reservations Recommended (Bed-and-breakfast inns) [2/89-p4]
 Franchising's Pathfinders [2/89-p61]
 The Accidental Tourist (Computer that translates) [4/89-p78]
 Greece, A Place You Must Explore [5/89-p59]
 Direct Line: Here's The Ticket (Travel agency) [9/89-p82]
 For Your Getaway (New book on business travel) [9/89-p87]
 Cities Get Into The Game (Attracting sports revenue) [11/89-p48]

TRADE DEFICITS see International Trade

TRADE SECRETS

Direct Line: An Idea Worth Protecting [1/89-p57]
 Direct Line: Stealing Ideas [7/89-p68]
 Do You Keep Too Many Secrets? [8/89-p42]
 Outwitting The Hackers [9/89-p17]
 Direct Line: Secret Service [10/89-p91]

TRADE SHOWS & FAIRS

Direct Line: Tracking Trade Shows [1/89-p57]
 Franchising Expos [1/89-p61]
 Europe Also Beckons U.S. Entrepreneurs [2/89-p8]

Canada's Trade Shows: Sales Leads On Display [9/89-p71]
 Direct Line: Sausage Saver (Food trade shows) [11/89-p93]

SBA Plans Trade Fair In Seattle (Export Expo 1990) [12/89-p8]

TRADEMARKS see Patents, Copyright & Trademarks

TRANSPORTATION

Go With The Flow (Skyway Freight Systems) [5/89-p37]
 Our Crumbling Infrastructure [8/89-p16]
 Letters: Infrastructure Perspectives [10/89-p6]

TRUCKS see Automobiles & Trucks

TRUSTS

Remainder Trusts You Can Trust [6/89-p80]

U

UNEMPLOYMENT see Economic Conditions & Forecasts; Employment

UNEMPLOYMENT COMPENSATION

Unemployment: Cutting The Costs [11/89-p71]
 Unemployment Benefits: How The States Compare [11/89-p71]

UNION OF SOVIET SOCIALIST REPUBLICS

Soviet TV's U.S. Channel [2/89-p18R*]
 Editorial: Why Soviet Leader Gorbachev's Task Is So Difficult [2/89-p71]
 Glasnost By The Book (Russian-language bookstore in Maryland) [5/89-p57]
 Sen. Nunn Briefs Business Group On Soviet Changes [11/89-p16]

U.S. CHAMBER OF COMMERCE

National Chamber Foundation Honors President Reagan [1/89-p5]
 Small Business Briefs Mr. Bush [1/89-p20]
 German And U.S. Leaders Confer On Trade Issues [1/89-p78]
 Editorial: A Plan For Competitiveness And Continued Economic Growth [1/89-p80]
 You Too Can Play The Budget Game [2/89-p51]
 Energy Priorities Outlined For Bush [3/89-p8]
 NB Tips: New publication, "The Greatly Growing Garbage Problem" [3/89-p9]
 NB Tips: Four new publications on business-related issues facing Congress [4/89-p8]
 New Challenges, New Opportunities (U.S. Chamber Annual Report) [5/89-p81]
 Championing Free Enterprise [5/89-p85]
 NB Tips: New publication on drugs in the workplace [6/89-p8]
 Education: The Competitor's Ring (Profile of John L. Clendenin, new chairman of U.S. Chamber) [6/89-p60]
 NB Tips: 1989 edition of "Analysis of Workers Compensation Laws" [7/89-p8]
 On The Job Against Drugs [7/89-p28]
 Editorial: A Salute To The Recipients Of The First "Spirit Of Enterprise" Awards (Given by U.S. Chamber to members of Congress) [8/89-p80]
 NB Tips: New pamphlet on OSHA Hazardous Materials Standard Rules [12/89-p8]
U.S. GOVERNMENT--BUDGET
 New Spending Talk Worries GOP Whip [2/89-p6]

U.S. GOVERNMENT--CONGRESS

Budget Battle Lines Drawn In Red Ink [2/89-p50]
You Too Can Play The Budget Game (Computer game) [2/89-p51]
Lawmakers And Business Group Push Commonsense Budgeting [6/89-p6]
A Data Deficit Masks Our Economic Strength [6/89-p90]
Editorial: Congress Should Look To A Tax Cut, Not An Increase, To Curb The Deficit [6/89-p92]
Congressional Alert: Balanced-Budget Amendment [7/89-p71]
Our Crumbling Infrastructure [8/89-p16]
Editorial: The Real Battles Over Fiscal Policy Are Yet To Begin [10/89-p99]
The "Savings Crisis" Is A Caricature [12/89-p68]

U.S. GOVERNMENT--CONGRESS see also Laws & Legislation (Federal)

Editorial: Now It's Time For Congress To Read Voters' Lips On Tax Increases [2/89-p71]
Business People In Congress [3/89-p58R*]
Editorial: Business: Applaud The Cooperation, But Be Prepared For The Conflict [3/89-p80]
Editorial: Decision For Congress: Penalize Success Or Create Opportunity [4/89-p88]
The Push To Trim Capital-Gains Tax [7/89-p56]
A Status Report On Congress [8/89-p6]
Editorial: A Salute To The Recipients Of The First "Spirit Of Enterprise" Awards [8/89-p80]
GOP Chairman Predicts Key Fight Over Reapportionment [9/89-p12]
Congressional Action Urged To Cut Health Costs [12/89-p10]

U.S. GOVERNMENT--CONSTITUTION

Congressional Alert: Balanced-Budget Amendment [7/89-p71]

U.S. GOVERNMENT--DEPARTMENT OF DEFENSE see also Government Procurement

Closing A Base Opens Doors [5/89-p9]
New Name; Same Bad Idea [9/89-p84]

U.S. GOVERNMENT--INTERNAL REVENUE SERVICE

Taxpayers' Bill Of Rights [2/89-p51]
A Battle Of Words With The IRS [3/89-p42]
Skipping Your Audit [4/89-p86]
Penalty Proliferation [5/89-p72]
For Tax Crises, Use 911 (New form) [5/89-p74]
"Incomprehensible" IRS Penalties [7/89-p6]
Surviving A Tax Audit [9/89-p40R*]
Playing By The Rules [9/89-p75]
Fewer "Comfort Rulings" [11/89-p91]
Who's Paying What [12/89-p59]

U.S. GOVERNMENT--SMALL BUSINESS ADMINISTRATION

Women Mentors For Entrepreneurs [1/89-p28]
SBA Offes Entrepreneurs Free Advice By Telephone [4/89-p6]
SBA's Woman In Charge (New administrator Susan Engeleiter) [6/89-p66]
NB Tips: SBA book, "The States and Small Business" [7/89-p8]
Folding Napkins To Ring Up Sales (1989 Small Business Person of the Year; state winners listed) [7/89-p58]

NB Tips: New SBA publication on 1988 Federal Prompt Payment Act Amendments [8/89-p8]
Direct Line: U.S. Capital (SBA regulation and backing of investment companies) [8/89-p77]
New Leader For Women's Office [10/89-p52]
SBA Amends 8(a) Rules On Minority Firms [11/89-p14]
NB Tips: Small-Business Answers (SBA's Answer Desk) [11/89-p14]
SBA Plans Trade Fair In Seattle [12/89-p8]
NB Tips: SBA sponsors 10th National Legislative Conference on Small Business Issues [12/89-p8]

V

VALUE-ADDED TAX see Taxation

VENTURE CAPITAL

see also Economic Development; Loans

The Real Entrepreneurial Angels Are Your Neighbors [1/89-p8]
Small-Business Owners Put Their Homes On The Line [3/89-p6]
State Funds For Start-Ups [6/89-p42]
How To Find Financing Sources [6/89-p44]
Direct Line: U.S. Capital (SBA regulation and backing of investment companies) [8/89-p77]
Proposal On Venture Capital [11/89-p16]

VETOES

Congressional Alert: Line-Item Veto [11/89-p100]

VIDEO INDUSTRY & TECHNOLOGY

It's Show Time For Business (Company videos) [4/89-p54]
NB Tips: New desktop video technology available [8/89-p8]

W

WAGES & SALARIES

Letters: The Battle Wages On (Minimum wage) [1/89-p4]
Small Firms' Forecasts For 1989 Pay Hikes [1/89-p8]
Employers' Payroll Costs For Employee Benefits [2/89-p28]
Total Compensation Soars For Marketing Executives [3/89-p8]
A Spouse's Income Costs As Well As Pays [3/89-p66]
Congressional Alert: Hiking The Minimum Wage [3/89-p79]
Editorial: Congress' Minimum-Wage Bill: What The Outcome Will Say About Who's In Charge [5/89-p87]
Letters: The Truth Of The Matter (Minimum wage) [6/89-p5]
A Minimum-Wage Confrontation [6/89-p8]
Letters: Raising The Minimum-Wage Issue [7/89-p4]
A Status Report On Congress: Minimum Wage [8/89-p6]
Direct Line: What Would You Pay You? [8/89-p78]
Congressional Alert: New Minimum-Wage Bills [9/89-p85]

Fair Pay In Family Firms [10/89-p72]
What You're Really Paid [11/89-p90]
Take Care With White-Collar Exemption (Federal wage-and-hour laws) [12/89-p6]

WASTE DISPOSAL

NB Tips: New publication, "The Greatly Growing Garbage Problem" [3/89-p9]
Direct Line: Turning Trash Into Cash (Recycling) [4/89-p40]
Direct Line: Over And Over Again (Recycling) [9/89-p83]
Direct Line: Hazardous Waste (Disposal plant) [10/89-p91]
From Sawdust To Sawbucks [12/89-p14]

WOMEN

Law Helps Businesswomen [1/89-p19]
With A Little Help From Her Friends (Mentor programs) [1/89-p28]
Women Mentors For Entrepreneurs [1/89-p28]
A Gamble That Paid Off [1/89-p30]
For Women Of Enterprise (Avon Inc. awards) [1/89-p30]
Direct Line: Togs For Teens, Loans For Women [1/89-p57]
Wife, Mother, Entrepreneur [4/89-p10]
Women Managers: A Certain Style [4/89-p12]
Leadership Seminar For Women [4/89-p12]
Direct Line: Government Grants [4/89-p40]
The Age Of The Woman Entrepreneur [5/89-p22]
Banking On Women Owners [5/89-p28]
SBA's New Woman In Charge [6/89-p66]
Give Your Daughter A Chance [6/89-p72]
Women's Strengths [7/89-p50]
How Women Succeed As Entrepreneurs: Principles To Grow By [7/89-p50]
Not Your Typical Family-Business Wife [8/89-p40]
The Role Of "Mom" [8/89-p40]
Their Goal Is Growth [9/89-p9]
Mentors For Women (Clairiol Mentor Program competition) [9/89-p48]
Direct Line: Making Hay (Woman starting hay business) [9/89-83]
Leave Them Laughing (Public speaking tips for women) [10/89-p49]
Get Ready For Life After Motherhood [10/89-p52]
New Leader For Women's Office (SBA) [10/89-p52]
Franchising's Appeal To Women [11/89-p63]
Direct Line: Hard-Hat Area [11/89-p93]
Women Declare Global Partnership [12/89-p6]

WOMEN'S BUSINESS OWNERSHIP ACT OF 1988

Law Helps Businesswomen [1/89-p19]
Direct Line: Togs For Teens, Loans For Women [1/89-p57]

WORKERS COMPENSATION

Stressed Out On The Job [3/89-p45]
NB Tips: 1989 edition of U.S. Chamber of Commerce's "Analysis of Workers Compensation Laws" available [7/89-p8]
OSHA Lacks Impact On Worker Safety [8/89-p72]

WORKING AT HOME

see Home-Based Business

* Page numbers followed by letters are from sections not included in all editions.

CONGRESSIONAL ALERT

Important legislative issues, with suggestions from *Nation's Business* on what readers should tell Congress about them.

- 2/89-p70: The Cost Of Missed Clean-Air Deadlines
A Lower Tax Rate On Capital Gains
Climate Changes: A Global Concern
- 3/89-p79: Options For Child Care
Mandated Health Benefits
Hiking The Minimum Wage
- 4/89-p87: Section 89: A Benefits Bombshell
Mandated Leave Denies Flexibility
Uniform Standards In Product Liability
- 5/89-p86: Union Advantage In Construction
Arctic National Wildlife Refuge
Campaign Financing
- 6/89-p91: White-Collar Crime
Tax Incentives For Education
Repeal Of Estate "Freeze" Change
- 7/89-p71: Pension-Asset Reversions
Balanced-Budget Amendment
Health-Risk Notification
- 8/89-p79: Davis-Bacon Reform
Product Liability
Drug Testing In The Workplace
- 9/89-p85: Tax Incentives For Education
Early-Retirement Benefits
New Minimum-Wage Bills
- 10/89-p98: Mandated Health Benefits
Protections For Disabled Persons
Mandated Leave
- 11/89-p100: Visas For Skilled Workers
Line-Item Veto
Debate On Clean Air
- 12/89-p70: Civil RICO Act Reform
Global Climate Changes
Farm-Policy Reform

COVER STORY

- 1/89-p10: Small Business: An Upbeat '89
- 2/89-p20: "Government Gone Crazy"
(Section 89, U.S. Tax Code)
- 3/89-p16: Service = Survival
(Customer relations)
- 4/89-p16: Would You Hire Them?
(Young people who lack education and skills)
- 5/89-p22: The Age Of The Woman
Entrepreneur
- 6/89-p18: EC92 (European Community)
- 7/89-p17: See You In Court (Employee suits against employers)
- 8/89-p16: Our Crumbling Infrastructure
- 9/89-p18: Curbing The High Cost Of Health Care
- 10/89-p20: Look Who's Working At Home
- 11/89-p22: Taxes: Don't Pay Too Much
- 12/89-p18: Memories for Sale (Nostalgia among baby boomers)

EDITORIALS

- 1/89-p80: A Plan For Competitiveness And Continued Economic Growth
- 2/89-p71: Now It's Time For Congress To Read Voters' Lips On Tax Increases
Why Soviet Leader Gorbachev's Task Is So Difficult

- 3/89-p80: Business: Applaud The Cooperation But Be Prepared For The Conflict
A Typical Washington Story With A Typical Washington Ending
- 4/89-p88: Decision For Congress: Penalize Success Or Create Opportunity
- 5/89-p87: Congress' Minimum-Wage Bill: What The Outcome Will Say About Who's In Charge
- 6/89-p92: Congress Should Look To A Tax Cut, Not An Increase, To Curb The Deficit
- 7/89-p72: Let's Keep Super 301 On The Right Course
- 8/89-p80: There's Only One Way To Clear Up This Misunderstanding
A Salute To The Recipients Of The First "Spirit Of Enterprise" Awards
- 9/89-p86: Reform The Product-Liability System To Prevent Further Economic Harm
- 10/89-p99: The Most Effective Weapon In The War Against Drugs: The Paycheck The Real Battles Over Fiscal Policy Are Yet To Begin
- 11/89-p101: How The Good Guys Won The Battle Of Section 89
- 12/89-p71: Free-Market Economics: Antidote For War And Poverty

ENTREPRENEUR'S NOTEBOOK

- 2/89-p10: To Sell In Japan, Meet The Japanese (Robert C. Dorney)
- 4/89-p9: Cutting Through Start-Up Problems (Karen Smith)
- 6/89-p10: On The Front Lines In The Trade War (Stephen A. Rondel)
- 8/89-p9: Something New Under The Sun (Ed Wilkes)
- 9/89-p13: When To Fight, When To Switch (Robert A. Dresser)
- 10/89-p13: Make Room For The Children (Nancy Thomas-Cote)
- 11/89-p9: A Team Approach From The Start (William J. Stolze)
- 12/89-p12: To Make The Grade, Just Go Do It (Curtis Grant)

GUEST COLUMN--WARREN T. BROOKES

- 1/89-p48: Common Sense About Capital Gains
- 2/89-p13: U.S. Companies Lack Trade Aggressiveness
- 4/89-p49: Mandated Benefits' Costly Trap
- 5/89-p32: The President's Council On Competitiveness
- 6/89-p90: A Data Deficit Masks Our Economic Strength
- 7/89-p70: A Value-Added Tax Would Harm The Economy
- 8/89-p72: OSHA Lacks Impact On Worker Safety
- 9/89-p84: New Name; Same Bad Idea
- 10/89-p97: Smart Approaches To Productivity
- 11/89-p99: Productivity: Key To Growth
- 12/89-p68: The "Savings Crisis" Is A Caricature

LESSONS OF LEADERSHIP

- 1/89-p41: Brother Act (Jack, Harvey and Arnold Miller; Quill Corp.)
- 2/89-p46: The Last Of The Citrus Barons (Ben Hill Griffin, Jr.; Ben Hill Griffin Inc.)
- 3/89-p77: Kemmons Wilson Changes His Kemmons Wilson; Wilson Inns
- 4/89-p62: A Fresh Start After 40 (Sidney Port; Lawson Products Inc.)
- 5/89-p37: Go With The Flow (James F. Watson and Robert Baker; Skyway Freight Systems)
- 6/89-p60: Education: The Competitor's Key (John J. Clendenin; BellSouth Corp.; Chairman of U.S. Chamber of Commerce)
- 7/89-p52: Chicken That Packs A Punch (Alvin C. Copeland; Popeye's Famous Fried Chicken & Biscuits)
- 8/89-p50: Doing Good, Getting Well (Bernard Salick; Salick Health Care Inc.)
- 9/89-p63: Eliminating The Static (Robert W. Carver; Carver Corp.)
- 10/89-p34: Temporary Assignment (Guy Millner; Norrell Corp.)
- 11/89-p74: When It's Time To Go (Walter V. Smiley; Systematics Inc.)
- 12/89-p29: Food For Thought (Julia Child; American Institute Of Wine And Food)

MAKING IT

- 1/89: A Magnet For Gourmets (Elaine Yannuzzi; Expression unlt'd.) [p66]
The New Owner Of New Year's Eve (Orchestra leader Jerry Kravat) [p68]
- 2/89: Listening To An Inner Voice (John Yeh; Integrated Microcomputer Systems) [p52]
In The Blue Chips (James J. Hoverman and Nancy Gallagher; Champion International Co.) [p54]
- 3/89: Music To Their Ears (John and Marcia Lenser; San Francisco Music Box Co.) [p69]
Threading The Needle (Hector Cruz; Hector's Tailoring) [p70]
Woman With A Large Idea (Trudy Deane Sullivan; T. Deane Stores) [p71]
- 4/89: Through Glasses, Darkly (Stephen A. Gold and Charles Hao; International Sun Shade) [p77]
The Accidental Tourist (Stephen A. Rondel; Advanced Products & Technologies) [p78]
A Blast From The Past (Steve Sawyer; Performing Artists Diversified) [p79]
- 5/89: "Merchandise That Motivates" (Stanley and Keith Fishman; Marketing Innovations International) [p64]
Targeting The Military Market (Edward M. and Loretta M. Downey; Military Lifestyle magazine) [p66]

REGULAR FEATURES & SPECIAL SECTIONS

- A Pizza The Action (Gary Alcombrack: Saucy's Pizza Franchises Inc.) [p68]
- 6/89: The Taste Of Mendocino (Margaret Fox; Cafe Beaujolais) [p11]
- Lights! Camera! Hammer And Nails! (Jonathan Katz, Thomas R. Field and David Park; Cinnebar) [p12]
- A Neat Little Package (H. Morton Libby; Libby Perszyk Kathman) [p16]
- 7/89: King Of The Mild Frontier (Fess Parker; Red Lion Inns) [p10]
- Fingers Of Speech (Janet Bailey; Sign Language Associates) [p12]
- Liquid Gold (Mike Smolyansky; Lifeway Foods) [p14]
- 8/89: Repairing A Home-Repair Firm (Jacob W. Slagle; Slagle & Slagle) [p10]
- Going For The Goat (Robert D. and Carol Jackson; Jackson-Mitchell) [p12]
- Out Of This World (Carolyn Tognetti; Garlic World) [p13]
- 9/89: The Fruit Of The Vine (David and Ginny Adelsheim; Adelsheim Vineyard) [p14]
- Renegades Of Madison Avenue (Sam B. Vitt; Vitt Media International) [p16]
- Outwitting The Hackers (Fereshteh Bailey; Cypher Communications Technology Inc.) [p17]
- 10/89: He's A Howling Success At Bringing Comics To Life (Bill Melendez; Bill Melendez Productions) [p16]
- Endangered Species (Lello Arpaia; Scarlatti restaurant in New York City) [p18]
- 11/89: Building To Last (Jim Buck; Northern Timber Framing Inc.) [p17]
- When He Hears, Others Listen (Sotirios J. Vahaviolos; Physical Acoustics Corp.) [p18]
- Corporate Art (Erika King) [p20]
- 12/89: Winning In A Walk (John T. and Frances Carr Scurlock; Space Walk Inc.) [p13]
- From Sawdust To Sawbucks (Jack Warf; Modular Energy Co.) [p14]
- The Man With The Hammer (Jim Gall; Auction Co. of America) [p16]

SPECIAL REPORTS

- 2/89-p30: Office machines: More, Better Cheaper
- 5/89-p40: The Leased Advantages
- 9/89-p56: There's A Computer In Your Future
- 10/89-p38: Trucks Turn To High Tech

WHERE I STAND

- 1/89-p77: Will The Economy Continue To Expand?
- Will Customers Curtail 1989 Spending?
- Will Congress Endorse Labor's Agenda?
- Verdicts on: Election Day on-site voter registration; uniform national poll-closing hour; no election predictions on TV until polls close (November poll)
- 2/89-p69: Balance Budget Only By Curbing Spending?
- Balance Budget Only By Increasing Taxes?
- Balance Budget With Tax Hikes, Spending Cuts?
- Verdicts on: Congress requiring U.S. firms to leave South Africa; congressional action on acid rain; stricter congressional regulation of firearms (December poll)
- 3/89-p73: Tax Capital Gains At Lower Rate?
- Make Tuition-Loan Interest Deductible?
- Make R&D Tax Credit Permanent?
- Verdicts on: Federal budget policies fostering continued economic expansion; curtailed spending by customers in 1989; endorsement by Congress of labor's agenda (January poll)
- 4/89-p81: Increase Minimum Wage To \$4.65 An Hour?
- Repeal Section 89 Of Tax Code?
- Enact Federal Product-Liability Law?
- Verdicts on: Balancing budget only through spending cuts; balancing budget only through tax increases; balancing budget through spending cuts and tax hikes (February poll)
- 5/89-p80: Make Firms Provide Health Insurance?
- Impose Import Fee On Crude Oil?
- Create Trust Fund For Land Acquisition?
- Verdicts on: Congress lowering capital gains tax rate; education-loan interest fully tax-deductible; Congress making permanent research-and-development tax credit (March poll)
- 6/89-p83: Let Some Lawmakers Keep Campaign Funds?
- Narrow Definition Of Campaign Expense?
- Use Union Dues For Political Purposes?
- Verdicts on: Hiking minimum wage to \$4.65; repeal of Section 89 of Tax Code; enactment of federal product-liability law (April poll)

- 7/89-p69: Require Congress To Balance Budget?
- Give President Line-Item Veto Power?
- Apply "Common Sense" To Budget Process?
- Verdicts on: Congress requiring firms to provide health insurance; imposition of tax on imported oil; creation of land-acquisition trust fund (May poll)
- 8/89-p76: Amend Wage Law For Federal Contractors?
- Preserve Nuclear Power As Energy Option?
- Negotiate More Bilateral Trade Treaties?
- Verdicts on: Allowing some in Congress to keep excess campaign funds; narrowing definition of campaign expenditures; allowing unions to use dues for partisan activities (June poll)
- 9/89-p81: Extend Tax-Free Status Of Tuition Benefits?
- Mandate Costs Of Workplace Changes For The Handicapped?
- Increase Foreign Aid Tied To Trade?
- Verdicts on: Adoption of balanced-budget amendment to Constitution; permitting president to veto line items in spending bills; adoption by Congress of "common-sense" budgeting (July poll)
- 10/89-p96: Cut Taxes On All Long-Term Capital Gains?
- Exclude Some From Capital-Gains Relief?
- Index Gains Instead Of Cutting Tax Rates?
- Verdicts on: Amending Davis-Bacon Act; maintaining nuclear power as energy option; U.S. pursuing bilateral trade agreements (August poll)
- 11/89-p95: Give Business Latitude In Drug Testing?
- Send Troops To Nations Battling Drug Traffickers?
- Should Drug Use Be Legalized?
- Verdicts on: Extending tax-free status of all employer-paid tuition; making firms bear costs of workplace changes to accommodate handicapped; U.S. embracing tied aid until others abandon it (September poll)
- 12/89-p69: Mandate Employer-Paid Health Insurance?
- Copy Canadian Health System?
- Scrap Current Health-Care System?
- Verdicts on: Cutting tax rate for all long-term capital gains; excluding some investments from capital-gains relief; indexing capital gains instead of cutting tax rate (October poll)

SPECIAL ADVERTISING SECTIONS

- 1/89-p40A*: Egypt
- 1/89-p50: Japan
- 4/89-p57: Greece (First of two parts)
- 5/89-p44A*: Mexico
- 5/89-p57: Greece (Second part)
- 6/89-p53: Korea
- 8/89-p27: Taiwan
- 9/89-p49: Cyprus
- 10/89-p53: Malaysia

AUTHORS

- Arafa, Mohamad
 --Egypt [1/89-p40A*]
 Advokat, Steven
 --Office Gear On The Go [11/89-p56]
 Bacas, Harry
 --States Go Global For Small Firms [5/89-p44G*]
 --Tailor-Made Work Forces [11/89-p33]
 Bacon, Donald C.
 --Small Business Update (Jan.-Aug. issues)
 --Dateline: Washington (Sept.-Oct. issues)
 --Brainstorming With Your Computer [12/89-p34]
 --Business Moves Against Drugs [11/89-p82]
 --Closing A Base Opens Doors [5/89-p9]
 --Corporate Art [11/89-p20]
 --Employers' Payroll Costs For Employee Benefits [2/89-p28]
 --Executive Suite [7/89-p34]
 --How The Baldrige Winners Did It [1/89-p32]
 --Information Finder [7/89-p32]
 --Look Who's Working At Home [10/89-p20]
 --The Man With The Hammer [12/89-p16]
 --Nonprofit Groups: An Unfair Edge? [4/89-p33]
 --SBA's Woman In Charge [6/89-p66]
 --Security [7/89-p35]
 --See You In Court [7/89-p17]
 --Small Business Briefs Mr. Bush [1/89-p20]
 Bahls, June Easter
 --Courts Clamp Down On Boards (with Steven C. Bahls) [12/89-p52]
 --Two For One: A Working Idea [6/89-p28]
 --U.S. Shoe Firms Thrive In High-Quality Market [2/89-p38]
 Baker, Nancy Croft
 --Franchising's Pathfinders (with Meg Whittlemore) [2/89-p61]
 --Independents Try Franchising [6/89-p31]
 --Office Services By Franchise [5/89-p62]
 --Selling On A Shoestring [11/89-p78]
 --To Market, To Market [1/89-p61]
 --Would You Hire Them? [4/89-p16]
 Barrier, Michael
 --The Accidental Tourist [4/89-p78]
 --A Blast From The Past [4/89-p79]
 --Brother Act [1/89-p41]
 --A Business That Outgrew Nostalgia [12/89-p22]
 --Chicken That Packs A Punch [7/89-p52]
 --Doing Good, Getting Well [8/89-p50]
 --Eliminating The Static [9/89-p63]
 --Endangered Species [10/89-p18]
 --Folding Napkins To Ring Up Sales [7/89-p58]
 --Food For Thought [12/89-p29]
 --The Fruit Of The Vine [9/89-p14]
 --Go With The Flow [5/89-p37]
 --Going For The Goat [8/89-p12]
 --He's A Howling Success At Bringing Comics To Life [10/89-p16]
 --In The Blue Chips [2/89-p54]
 --Kemmons Wilson Changes His Mind [3/89-p77]
 --King Of The Mild Frontier [7/89-10]
 --Lights! Cameral Hammer And Nails! [6/89-p12]
 --Liquid Gold [7/89-p14]
 --Memories For Sale [12/89-p18]
 --"Merchandise That Motivates" [5/89-p64]
 --Music To Their Ears [3/89-p69]
 --The New Owner Of New Year's Eve [1/89-p68]
 --Out Of This World [8/89-p13]
 --A Pizza The Action [5/89-p68]
 --Renegades Of Madison Avenue [9/89-p16]
 --The Taste Of Mendocino [6/89-p11]
 --Temporary Assignment [10/89-p34]
 --Through Glasses, Darkly [4/89-p77]
 --When It's Time To Go [11/89-p74]
 --Woman With A Large Idea [3/89-p71]
 Barrier, Phyllis M.
 --Boning Up On Calcium [12/89-p57]
 --Cancer And Your Diet [1/89-p69]
 --Should You Go On A Very-Low-Calorie Diet? [7/89-p61]
 Beales, Janet R.
 --Useful Books On Unemployment Law [7/89-p26]
 Belleville, Bill
 --Repairing A Home-Repair Firm [8/89-p10]
 Benson, Benjamin
 --Do You Keep Too Many Secrets? [8/89-p42]
 Bernstein, Albert J., and Sidney Craft Rozen
 --Dinosaur Brains And Managing Stress [11/89-p46R*]
 Bohigan, Valerie
 --A Magnet For Gourmets [1/89-p66]
 Brookes, Warren T.
 --See Guest Column in Regular Features & Special Sections portion of Index
 Brown, Norman
 --Beyond The Fringe: Late Word From The War On Baldness [6/89-p79]
 --Putting Your Finger On What Makes You Itch [4/89-p75]
 --The Sight Of Your Life [2/89-p55]
 Bucay, Benito
 --Industrias Resistol: World Competitor [5/89-p44D*]
 Burns, Thomas J.
 --Tests To Target Dependability [3/89-p26]
 Candler, Julie
 --The Leased Advantages [5/89-p40]
 --Trucks Turn To High Tech [10/89-p38]
 Collier, Ellen Monsoor
 --Read This Article Immediately [10/89-p68]
 Conrad, Robin S., and Erwin G. Krasnow
 --Managing Your Lawyer [4/89-p70]
 Dark, Sandra
 --Shape Up Your Firm's Image [7/89-p42]
 Davis, Leila
 --Another Medium For The Message [8/89-p54]
 --Wider Uses For Bar Codes [3/89-p34]
 Dawes, Joseph
 --The Business-Education Link [6/89-p27]
 DeBernardo, Mark A.
 --On The Job Against Drugs [7/89-p29]
 Dilks, Carol
 --Alzheimer's Disease: The Search For A Cure [10/89-p86]
 Dininny, Paulette
 --No Detail Too Small [10/89-p62]
 Dorney, Robert C.
 --To Sell In Japan, Meet The Japanese [2/89-p19]
 Dresser, Robert A.
 --When To Fight, When To Switch [9/89-p13]
 El-Reedy, El Sayed Abdel Raouf
 --Egypt: Forging Partnerships With Americans [4/89-p3]
 Finnegan, Kara
 --Health Care, Canadian-Style [9/89-p22]
 Finney, Martha I.
 --A Franchise? Or A Dealership? [3/89-p63]
 --TMJ: When Teeth Bite Back [3/89-p65]
 Fonseca, Mary
 --Winning In A Walk [12/89-p13]
 Foster, Mike
 --A Battle Of Words With The IRS [3/89-p42]
 Freedman, Donna
 --Why Are You Hungry? [5/89-p69]
 Fulcher, Gerry T.
 --Don't Gamble With Addiction [2/89-p35R*]
 Gaunt, Jeremy
 --GATT's Influence For Freer Trade [12/89-p12]
 Geromel, Gene
 --A Good Start For New Hires [1/89-p21]
 Gibson, Don D.
 --A Gamble That Paid Off [1/89-p30]
 Golob, Steven
 --Oases Of Opportunity [7/89-p45]
 Grant, Curtis
 --To Make The Grade, Just Go Do It [12/89-p12]
 Gray, Robert T.
 --Education: The Competitor's Key [6/89-p60]
 Greiff, James
 --When An Employee's Performance Slumps [1/89-p44]
 Harris, Tom W.
 --Listen Carefully [6/89-p78]
 Hashimoto, Nobuko
 --Seeking Better Trade Ties [1/89-p50]
 Hawken, Paul
 --You Are The Customer, You Are The Company [5/89-p60R*]
 Hesser, Randall G.
 --Writing The Book On Employees [12/89-p50]
 Hoffer, William
 --The Coming Era Of Tiny Technology [1/89-p46R*]
 --Main Street Revisited [1/89-p36]
 Holzinger, Albert G.
 --Budget Battle Lines Drawn In Red Ink [2/89-p50]
 --Business People In Congress (with Allison A. Knocke) [3/89-p58R*]
 --German And U.S. Leaders Confer On Trade Issues [1/89-p78]
 --Help In Writing It Right [12/89-p35]
 --Keeping Up With EC92 [12/89-p38]
 --A New Era In Trade [9/89-p67]
 --Openings Abroad For Enterprise [11/89-p66]
 --Trading Views With Japan [5/89-p34]
 --You Can Take It With You [7/89-p34]
 --You Too Can Play The Budget Game [2/89-p51]
 Hotch, Ripley
 --Accounting [7/89-p32]
 --Get Your Business Plan Off The Shelf [12/89-p34]
 --How Small Can You Get? [12/89-p35]
 --Scantastic [7/89-p35]
 --Screen Dreams [7/89-p34]
 --When Is Flat OK? [10/89-p66]

AUTHORS

- Jaffe, Charles A.
 --Bad Debts Are Worth Collecting [5/89-p53]
 --The Rainbow Maker [11/89-p41]
 --Success By Surprise [9/89-p30]
 Jaffe, Dennis T., and Cynthia Scott
 --Bridging Your Workers' "Motivation Gap" [3/89-p30]
 Johnson, Joan C.
 --With A Little Help From Her Friends [1/89-p28]
 --Women Managers: A Certain Style [4/89-p12]
 Kauffman, Susan
 --Outwitting The Hackers [9/89-p17]
 King, Marcia
 --Building To Last [11/89-p17]
 King, Steven S.
 --It's Show Time For Business [4/89-p54]
 Knoke, Allison A.
 --Business People In Congress (with Albert G. Holzinger) [3/89-p58R*]
 --Listening To An Inner Voice [2/89-p52]
 --Threading The Needle [3/89-p70]
 Kopecky, Robert J., and Sal D. Rinella
 --Tuition Payments Cut Job Turnover [8/89-p25]
 Lancaster, Lynne C., and Rita S. Rapoza
 --Straight Talk From Key Employees [11/89-p40]
 Lowenstein, Janet
 --Free-Spirited Enterprise (Sept.-Dec. issues)
 --Glasnost By The Book [8/89-p57]
 Macnow, Glen
 --Buffalo's Rich Baseball Legacy [2/89-p42]
 --Cities Get Into The Game [11/89-p48]
 --From Calamity To Conglomerate [5/89-p48]
 --Sports Tie-Ins Help Firms Score [9/89-p36]
 Mandell, Mel
 --Take Charge Of Your Phones [1/89-p25]
 Marklein, Mary Beth
 --Leave Them Laughing [10/89-p49]
 Matz, Anne L., and Milton
 --Turning Arguments Into Agreements [6/89-p74]
 McKee, Bradford A.
 --Direct Line (with Meg Whittemore) (Oct.-Dec. issues)
 --Choosing Your Accountant [11/89-p28]
 --Create Your Space, Choose Your Tools [10/89-p23]
 --Midnight Rescue [11/89-p86]
 --The Tax Questions [10/89-p30]
 McKeown, Pam
 --Esophageal Pain: Another Price Of Success [11/89-p89]
 Nelton, Sharon
 --The Age Of The Woman Entrepreneur [5/89-p22]
 --Cultural Changes In A Family Firm [1/89-p62]
 --Fair Pay In Family Firms [10/89-p72]
 --Fathers And Sons: No Easy Business [2/89-p16]
 --Fingers Of Speech [7/89-p12]
 --Fun And Games--And Ethics [11/89-p38]
 --Give Your Daughter A Chance [6/89-p72]
 --Marrying Into A Family Business [4/89-p42]
 --Not Your Typical Family-Business Wife [8/89-p40]
 --Partners In Entrepreneurship [3/89-p38]
 --Putting Your Best Self Forward [8/89-p46]
 --Six Ways To Be "Family-Friendly" [3/89-p12]
 --Staying Aboard After The Sale [9/89-p34]
 --A Struggle For Control [6/89-p40R*]
 --Wife, Mother, Entrepreneur [4/89-p10]
 --Women's Strengths [7/89-p50]
 O'Brien, Mark
 --Building Your Own Portfolio [4/89-p30]
 Padwe, Gerald W.
 --For Your Tax File (Jan.-Dec. issues)
 Pagnanelli, David M.
 --Light At The End Of The Carpal Tunnel [8/89-p69]
 Pepper, Jon
 --Office Machines: More, Better, Cheaper [2/89-p30]
 --There's A Computer In Your Future [9/89-p56]
 Rager, Les
 --How To Expand By Franchising [6/89-p33]
 Rea, Kelley V.
 --Your Firm May Need A "Legal Checkup" [7/89-p20]
 Rockefeller, Rodman C.
 --Mexican Economy's Bold Initiative [5/89-p44B*]
 Rondel, Stephen A.
 --On The Front Lines In The Trade War [6/89-p10]
 Rothman, Howard
 --Wellness Works For Small Firms [12/89-p42]
 Schaefer, Kay
 --Flying Can Be A Pain In The Neck [9/89-p73]
 Shoemaker, Robert W.
 --More On Metric [9/89-p43]
 Simpson, Ross W.
 --From Sawdust To Sawbucks [12/89-p14]
 Simurda, Stephen J.
 --Soviet TV's U.S. Channel [2/89-p18R*]
 Singer, Ira D.
 --AIDS Concerns For Business [6/89-p75]
 Smith, Karen
 --Cutting Through Start-Up Problems [4/89-p9]
 Smith, Perry M.
 --Twenty Guidelines For Leadership [9/89-p60]
 Sorenson, Laurel S., and John L. Ward
 --Promote, Celebrate Your Family Ties [2/89-p16]
 --Retired Dads: A Real Resource [6/89-p72]
 --The Role Of "Mom" [8/89-p40]
 Stack, Bill
 --A Neat Little Package [6/89-p16]
 Stevens, Mark
 --How To Calculate Capital Needs [11/89-p32]
 --Learn Your Firm's Inside Story [8/89-p59]
 --Selling Your Firm May Hike Your Pay [9/89-p46]
 --Surviving A Tax Audit [9/89-p40R*]
 Stolze, William J.
 --A Team Approach From The Start [11/89-p9]
 Strassels, Paul N.
 --For Your Tax File (Feb.-May issues)
 --It's Your Money (Feb.-Dec. issues)
 --Job-Hopping: A Mixed Bag, For Employers And Employees [1/89-p70]
 Szabo, Joan C.
 --All In The Family [4/89-p73]
 --Congress Warm To Estate Freeze [6/89-p48]
 --Labor Targets The States On Benefits [1/89-p16]
 --Opening Doors For Immigrants [8/89-p48]
 --Our Crumbling Infrastructure [8/89-p16]
 --Payroll Savings Pay Off In Bonds [5/89-p45]
 --The Push To Trip Capital-Gains Tax [7/89-p56]
 --Service = Survival [3/89-p16]
 --Slower Growth Expected For The Service Sector [1/89-p12]
 --State Funds For Start-Ups [6/89-p42]
 --Taxes: Don't Pay Too Much [11/89-p22]
 Taylor, Russel R.
 --Principles To Grow By [7/89-p50]
 Thomas-Cote, Nancy
 --Make Room For The Children [10/89-p13]
 Thompson, Roger
 --The Battle Over Pension Surpluses [8/89-p66]
 --A Checkup On Health Benefits [3/89-p45]
 --Curbing The High Cost Of Health Care [9/89-p18]
 --Doubts Multiply On Section 89 [5/89-p17]
 --EC92 [6/89-p18]
 --A Fresh Start After 40 [4/89-p62]
 --"Government Gone Crazy" [2/89-p20]
 --Looking Beyond Section 89 [12/89-p27]
 --No Easy Answers [7/89-p38]
 --A Push To Repeal Section 89 [3/89-p6]
 --Section 89: Beyond Repair [4/89-p65]
 --Small Business: An Upbeat '89 [1/89-p10]
 --Take Charge Of Your Job [4/89-p36]
 --Unemployment: Cutting The Costs [11/89-p71]
 --An Untapped Resource [3/89-p50]
 Thornbury, Barbara E.
 --When He Hears, Others Listen [11/89-p18]
 Trussell, Tait
 --The Last Of The Citrus Barons [2/89-p46]
 Valentine, Charles F.
 --Blunders Abroad [3/89-p54]
 Ward, David J.
 --The Private Path To New Highways [8/89-p19]
 Ward, John L.
 --Professionalizing: A Necessary Hurdle [11/89-p38]
 Whittemore, Meg
 --Direct Line (with Bradford A. McKee) (Oct.-Dec. issues)
 --Four Paths To Franchising [10/89-p75]
 --Franchises Under The Hood [9/89-p54]
 --Franchising Draws Minorities [4/89-p68]
 --Franchising's Appeal To Women [11/89-p63]
 --Franchising's House Calls [12/89-p47]
 --Franchising's Pathfinders (with Nancy Croft Baker) [2/89-p61]
 --Investing In Franchising [8/89-p61]
 --Making The Most Of Consultants [6/89-p36]
 --Temporary Solutions [7/89-p48]
 Wilkes, Ed
 --Something New Under The Sun [8/89-p9]
 Williams, Lorna
 --It Pays To Go The Extra Meter [9/89-p42]
 --Targeting The Military Market [5/89-p66]
 Wilson, Larry
 --Creating The Best Work Culture [4/89-p38R*]
 Wynn, Jack
 --Quick Checks [12/89-p45]
 Zellner, Mike
 --Mexico [5/89-p44A*]
 Zinkewicz, Phil
 --More Insurance For Small Firms? [6/89-p67]

THE 1989 NATION'S BUSINESS INDEX

[8773]

110 Copies
Reid

Distribution of 1989 Index

- 10 - Rippa for bound Volumes
- 4 - Art Department
- 1 - Janet Foard
- 3 - Production
- 2 - Promotion
- 2 - International
- 2 - Classified
- 1 - Maureen Nichols (Special Publications)
- 1 - U.S. Chamber Library
- 16 - Gatshall via Mr Gray for Sales Mtg
- 12 - Editorial
- Rest to Circulation
- 1 - Economic Policy - Tax Division
- 53 - Circulation